

Utah District  
Export Council  
Welcomes The World

UTAH  
WORLD  
TRADE  
RESOURCE DIRECTORY



2002-2003 Resource Directory

# **Utah World Trade**

## **Resource Directory**

### **2002-2003**

The District Export Council makes no representation as to the qualifications and experience of those individuals or organizations listed. A listing herein does not constitute a recommendation of the person or entity listed, but merely an acknowledgement that those listed have indicated in some way that they are available to help others in the areas described.

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## INTRODUCTION

This Resource Directory has been compiled by the Utah District Export Council (DEC) to furnish useful information in a convenient, handbook format to those interested, or already involved, in international business. Herein you will find a wealth of resource data, including listings of government, educational, and private organizations that can provide you with information and/or assistance that you may need in connection with your own international business interests.

We have made every effort to provide a comprehensive list of resource organizations and other data that can be helpful to the Utah export community. Some resources may have been left out inadvertently either because they are new or we simply were unaware of their existence. If you are in this category and wish to be included in the next edition of this directory, please complete the final page of the directory and return it to the Salt Lake City Export Assistance Center at the address listed on the form or contact the office at (801) 524-5116.

We express thanks to Wescor, Inc. for its contribution in designing and printing the cover.

Council members include representatives of various Utah exporting businesses, professional service providers, educational institutions, and of the local, state, and federal government sectors. Our mission is to foster and support the expansion of exports from our state. Our members are able and willing to give of their time and advice to those interested in getting into exporting. There is a good chance that among our members will be someone who has experience or knowledge that can be helpful to your business. The names and business affiliations of members of the Utah DEC are listed under "Utah District Export Council" in this directory and are also available by calling the Department of Commerce at the above number.

Your comments on, and recommendations for this and future directories are most welcome. On behalf of the Council, we encourage you to consider the many benefits that will derive from exporting your products or services. We hope this Utah World Trade Resource Directory will help you along your way and we wish you the very best as you expand your business into international markets!

Joseph C. Rust, Chairman  
Utah District Export Council

Robert R. Mallinckrodt, Chairman  
Publications Committee  
Utah District Export Council

## U.S. DEPARTMENT OF COMMERCE SALT LAKE EXPORT ASSISTANCE CENTER

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DAVID G. FISCUS, International Trade Specialist  
U.S. Department of Commerce  
**International Trade Administration**  
324 South State Street, Suite 221  
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(801) 524-5116  
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The purpose of the Department of Commerce's International Trade Administration is to promote and develop U.S. international trade. It is uniquely positioned to help the U.S. business community enter the international trade process. It is the only government organization involved in international trade with a worldwide field presence and delivery system. The Commerce Department's 70 U.S. offices are linked to 155 U.S. Embassy and Consulate Offices in 74 countries. Through it, a U.S. company has direct access to more than 95% of the global marketplace for U.S. exports. The U.S. Department of Commerce acts as an international marketing arm for American Businesses—especially for small and medium-sized firms who have limited resources to penetrate foreign markets.

The Salt Lake City Export Assistance Center serves as the first link in the government's export network for firms throughout Utah. The office can provide a wide range of international trade assistance for your company. While it can not close an export deal or fill an export order for you, the trade specialists do take the mystery out of the export process. They provide you with the facts you need about doing international business and help you find foreign buyers for your company's products and services. To do this, the Department offers numerous, low-cost export market information services. These powerful tools support each phase of your company's international marketing strategy—market identification, market assessment, and market contacts. These are the critical steps to exporting that must be taken to penetrate foreign markets. Such services include:

### **Programs to Help Identify Potential Foreign Markets:**

- **Marketing Statistics:** Product import and export data, by country, are available in computer databases including both U.S. and foreign government statistics.
- **Market Research Reports:** A wide variety of reports on specific products and product lines prepared by the Department's overseas staff are available from the Department's computer database.

- **Foreign Country Data:** General economic and marketing background reports on virtually every country in the world are available on the National Trade Data Bank and on the Internet at <http://www.mac.doc.gov/tcc/country.htm>

#### **Programs to Help Identify Potential Foreign Buyers, Agents, and Distributors**

- **Gold Key:** Experienced trade professionals in your target country will arrange appointments for you with prescreened contacts whose interests and objectives match your own.
- **Trade Opportunities:** Foreign trade leads for specific products and services are identified and transmitted electronically by U.S. foreign commercial service posts and are available on the National Trade Data Bank or the Export Assistance Center.
- **Commercial News USA:** A publication published 12 times annually is circulated by the Department's overseas posts to more than 150,000 foreign potential customers, potential agents/distributors, in more than 145 countries and often translated into seven or eight languages. U.S. firms can insert a listing of their products and services for a minimal fee.
- **International Partner Search:** The Department will conduct an overseas search for a foreign agent and distributor and/or partner for a specific product or service.
- **Flexible Market Analysis:** The Department's Flexible Market Research program makes use of its vast network of industry associations, government agencies, importers, distributors, end-users, and manufacturers to provide information critical to international business success.
- **Trade Missions:** The Department conducts a limited number of U.S. trade missions to foreign countries each year. A newly developed type of trade mission is the *Matchmaker Trade Delegation* which literally "matches" small- and medium-sized U.S. firms to foreign channels of distribution for specific types of products.
- **Trade Shows:** The Department regularly enables U.S. firms to participate in a variety of overseas trade shows by providing space and marketing assistance in selected foreign-sponsored exhibitions or Department-sponsored events.
- **Catalog Shows:** The Department conducts catalog shows for specific as well as broad product areas in foreign markets where potential buyers, agents, distributors and end users are invited to examine the catalogs of U.S. firms.

#### **Other Services:**

- **U.S. Export Documentation Requirements:** Information and forms are available on Department of Commerce export licensing requirements, and the Shipper's Export Declaration and Schedule B numbers.
- **Trade Information Center:** The Trade Information Center takes calls from 9 AM to 5 PM EST from U.S. companies with export-related questions. Call 1-800-872-8723 (1-800-USA-TRADE). The information provided by the Trade

Information Center is derived from over 60 sources, including the U.S. Departments of Commerce and Agriculture, multilateral agencies, the United Nations, and numerous private sources.

- **Exporting Seminars:** The Salt Lake Export Assistance Center co-sponsors with other organizations in Utah special seminars throughout the year on various aspects of international trade and marketing including "How to" seminars on "The Basics of Exporting". Country-specific seminars and conferences and more advanced seminars are also held.
- **Monthly Newsletter:** The Salt Lake Export Assistance Center, jointly with the State of Utah, publishes a newsletter containing information on international trade of interest to business.
- **Country/Market Research:** The Salt Lake Export Assistance Center provides up to date country data and market research reports through the National Trade Data Bank (NTDB). The National Trade Data Bank is also available through the Internet at [www.stat-usa.gov](http://www.stat-usa.gov).
- **Export Counseling:** The Department's number one service for the exporter is the free, professional export counseling provided by the Salt Lake Export Assistant Center Trade Specialist. The Trade Specialist plays a key role in helping your company develop its export business. Among the trade specialist's major functions are:
  - Assessing the export potential of your company's products and services.
  - Assisting you in identifying and evaluating foreign markets.
  - Training your company's personnel on the mechanics and fundamentals of international trade.
  - Advising you on alternative methods used to penetrate foreign markets (i.e., exporting through export trading companies, establishing an agent/distributor network, joint ventures, licensing).
  - Explaining the benefits of your company's participation in international trade events.
  - Facilitating trade contact with foreign customers.
  - Counseling on export marketing strategies, and export financing alternatives, U.S. export administration regulations, and trade and investment opportunities.

For information, call the Salt Lake City Export Assistance Center at (801)524-5116.



## UTAH DISTRICT EXPORT COUNCIL

As a role model for cooperation between the private sector and the federal government, the District Export Councils (DECs) have been working side-by-side with the Department of Commerce since 1960 to promote export expansion. Nearly 1,800 volunteer DEC members in 51 DEC organizations throughout the nation supplement and reinforce the export services extended by Commerce's district office network. Together, the two groups strive to foster greater awareness within their local business communities of the nation's need to export.

Appointed for two and four-year terms by the Secretary of Commerce, DEC members are successful, motivated business executives with international trade experience. They serve as a direct link between the Department of Commerce and the business community.

The export promotion activities of the DECs take many forms. DECs are heavily involved in public service programs that emphasize the importance of exporting to profitability and economic growth. DEC members are instrumental in helping to formulate positions on trade issues.

Export counseling is one of the most important contributions that the DECs make. The members' experience, knowledge and success in international trade provides encouragement for beginning exporters and lends credibility to the export message. For this reason, nearly all of the DECs aggressively seek potential exporters and offer them one-on-one export counseling.

Utah has an active District Export Council that is ready and willing to provide assistance where it can. To find out about the District Export Council, contact the Salt Lake City Export Assistance Center at 524-5116. The following members make up the Utah District Export Council for 2002 and are generally willing and able to provide advice to those interested in getting into exporting:

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FAX (801) 478-2399  
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## **STAT-USA/NATIONAL TRADE DATA BANK AND TRADE LIBRARIES**

STAT-USA/Internet is the federal government's premier electronic publisher of trade and economic information. If your business is international, STAT-USA/Internet gives you a competitive advantage. STAT-USA/Internet provides quality and accurate information, from the federal government, to businesses interested in international trade. One can use the daily market intelligence reports available from the U.S. embassies overseas to search for international buyers. STAT-USA/Internet has thousands of prospective buyers, uncovered by the Commerce Department's Commercial Officers out in the country itself. With the Country Commercial Guides you can research a country's culture, politics, employment, banking and investment situation before expending costly resources. For the start-up company or for the seasoned multinational business STAT-USA/Internet is an asset to you when doing business overseas. Go to [www.stat-usa.gov](http://www.stat-usa.gov) for subscription information or use STAT-USA/Internet at one of the following locations:

### **BRIGHAM YOUNG UNIVERSITY**

Tanner Business Management  
Library  
4th Floor, Tanner Building  
Provo, Utah 84602  
(801) 378-2802  
<http://www.byu.edu>

### **CEDAR CITY SMALL BUSINESS DEV. CENTER**

Southern Utah University  
351 West Center St.  
Cedar City, Utah 84720  
(435) 586-5400  
FAX (435) 586-5493  
<http://www.suu.edu/>

### **EPHRAIM SMALL BUSINESS DEVELOPMENT CENTER**

Snow College  
345 West 100 North  
Ephraim, Utah 84627  
(435) 283-7372  
FAX (435) 283-6913  
<http://www.snow.edu>

### **LOGAN SMALL BUSINESS DEVELOPMENT CENTER**

Utah State University  
1330 East 700 North, #24  
Logan, Utah 84322-8330  
(435) 797-2277  
FAX (435) 797-3317  
<http://www.usu.edu>

### **MOAB SMALL BUSINESS DEVELOPMENT CENTER**

Moab Higher Education Center  
125 West 200 South  
Moab, Utah 84532  
(435) 259-7432  
FAX (435) 259-8423

### **ST. GEORGE SMALL BUSINESS DEV. CENTER**

Dixie College  
225 South 700 East  
St George, Utah 84770  
(435) 652-7751  
FAX (435) 652-7870  
<http://www.dixie.edu>

**SALT LAKE COMMUNITY  
COLLEGE**

Markosian Library  
4600 South Redwood Road  
Salt Lake City, Utah 84123  
(801) 957-4610  
FAX (801) 957-4414  
[www.slcc.edu/library](http://www.slcc.edu/library)

**SNOW COLLEGE**

International Trade  
Assistance  
150 E. College Avenue  
Ephraim, Utah 84627  
(435) 283-7363  
FAX (435) 283-7369  
[www.snow.edu](http://www.snow.edu)

**UNITED STATES DEPT.  
OF COMMERCE**

Salt Lake Export Assistance Center  
324 South State, Room 221  
Salt Lake City, Utah 84111  
(801) 524-5116  
FAX (801) 524-5886  
[www.usatrade.gov](http://www.usatrade.gov)

**UNIVERSITY OF UTAH**

Marriott Library  
Government Documents  
Salt Lake City, Utah 84112  
(801) 581-8394  
FAX (801) 585-3464  
[www.lib.utah.edu](http://www.lib.utah.edu)

**UTAH INTL. BUSINESS  
DEVELOPMENT OFFICE**

324 South State Street, Room 500  
Salt Lake City, Utah 84111  
(801) 538-8784  
FAX (801) 538-8889  
[www.utahtrade.com](http://www.utahtrade.com)

**UTAH STATE UNIVERSITY**

Merrill Library  
Documents Dept.  
Logan, Utah 84322-3000  
(435) 797-2678  
FAX (435) 797-2677  
[www.usu.edu/library](http://www.usu.edu/library)

**WEBER STATE UNIVERSITY**

Stewart Library  
Documents/References  
Ogden, Utah 84408  
(435) 626-6415  
FAX (435) 797-2678  
<http://library.weber.edu>

**U.S. SMALL BUSINESS ADMINISTRATION**  
**Office of International Trade**

**STEVE PRICE**

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Steven.price@sba.gov  
www.sba.gov

The SBA serves U.S. small businesses primarily through its numerous regional, district, and branch offices. The SBA Office of International Trade, located in Washington, DC, provides assistance specifically related to exporting. Small businesses which are either already exporting or interested in doing so can receive information through publications, seminars, conferences or counseling.

**Are You a New-to-Export Small Business?**

The SBA sponsors and supports training conference, "how to" seminars, and one-on-one counseling through our resource partners, the Service Corps of Retired Executive (SCORE) and the nationwide network of Small Business Development Centers (SBDCs). The SBA can help you explore a world of new opportunities! (SCORE Utah office)-(801) 364-1331

**Are You Looking for Export Finance?**

Do you need credit to close that export deal? Many small businesses develop export leads but have trouble when it comes to financing the transaction. You can finance a single export order or multiple deals with the SBA's Export Working Capital Program (EWCP). Bank your export deals with the EWCP!

**Additional Export Information and Resources**

Are you looking for more once you've "gone global"? The SBA has information for experienced exporters looking for general trade information, including internet links. Grow your business through exporting!

**Are You a Lender?**

Are you a lender seeking to reach a high-growth market, increase profits, reduce risks, respond to clients' needs and invest in your community? Take a look at our information about SBA trade finance programs, contact information, useful forms and the SBA's innovative products.

\*\*\*\*\*

## U.S. CUSTOMS

U.S. Customs Service  
**ROBERT JOHNSON**  
Port Director  
Executive Terminal  
337 North 2370 West  
Salt Lake City, Utah 84116  
(801) 524-3445  
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<http://www.customs.ustreas.gov>

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## COUNTRY AND GENERAL TRADE INFORMATION

Trade Information Center	<b>1-800-USA-TRADE</b> (1-800-872-8723)
CEEBIC (Central & Eastern Europe Business Info. Ctr.)	202-482-2645
Latin America/Caribbean Business Info Ctr	202-480-0703
NAFTA (Canada and Mexico)	202-482-0305
BISNIS - former USSR	202-482-4655
European Union & Regional Affairs	202-482-5276

## CONGRESSIONAL DELEGATIONS

Utah's senators and representatives want to hear from constituents regarding proposed legislation or problems constituents have that need to be remedied through legislation. Also, congressional delegations can be of help in solving government-related problems. Utah's congressional delegations are:

### Senators:

#### **Honorable Orrin G. Hatch**

125 South State Street, Rm 8402  
Salt Lake City, Utah 84138  
(801) 524-4380  
(801) 524-4379  
Melanie Bowen, State Director  
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#### **Honorable Robert Bennett**

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### Representatives:

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(801) 524-5994  
Alene Bentley, State Director  
[www.house.gov/matheson](http://www.house.gov/matheson)

#### **Honorable Rob Bishop**

1017 Federal Building  
324 25<sup>th</sup> Street  
Ogden, Utah 84401  
(801) 393-8362  
(801) 621-7846  
Peter Jenks, State Director  
[www.house.gov/hansen](http://www.house.gov/hansen)

#### **Honorable Chris Cannon**

51 South University Ave., Suite 317  
Provo, Utah 84606  
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**CHRIS BOWLER**, Regional Director, U.K., Mediterranean,  
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**EDGAR GOMEZ**, Information Technology, Finance & Trade Specialist,  
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[www.utahtrade.com](http://www.utahtrade.com)

### **Mission Statement: Introduce Utah to the World and the World to Utah.**

The State of Utah International Business Development Office offers assistance to Utah communities in several areas in order to build the international community in Utah. These include various seminars, newsletters, cooperative education programs, initiatives with cities, counties, and federal programs, electronic information systems, and community economic development assistance.

### **Utah Business Development**

In order to provide Utah companies with needed information, international information can be accessed electronically through the International Office's Bulletin Board System at 801-538-8813. The International Office also provides trade leads through its Trade Lead System, as well as information on export financing, and network development.

### **Utah Global Market Development**

Utah global market development includes foreign infrastructure enhancement, hosting incoming trade missions and business delegations, bringing foreign dignitaries to Utah under the Ambassador Program, conducting trade shows and trade missions abroad, export assistance, technology transfer assistance, and global media familiarization tours.

### **Attracting Foreign Direct Investment**

The goal of the foreign direct investment program is to attract foreign businesses to the state in order to provide new employment opportunities and a broader tax base. This program is also used to forge partnerships with foreign entities, as well as disseminate information about Utah.

If you need international business development assistance, or further information on the programs listed above and how to participate in them, please contact the State of Utah International Business Development Office at 801-538-8737.

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## **UTAH DEPARTMENT OF AGRICULTURE MARKETING AND PROMOTION DIVISION**

The U.S. Department of Agriculture Marketing Division's mission is to strengthen agriculture and agribusiness in the state by expanding markets, developing new international and domestic markets, adding value to locally grown commodities, and developing new products. The Marketing division promotes opportunities for in-state processing of Utah agricultural commodities to produce value added products that provide stronger local and state economies.

The U.S. Department of Agriculture Marketing and Promotion division provides access to resources and information for international markets and market development. As a member of the Western United States Agricultural Trade Association, the Marketing and Promotion division works with Utah's high value food manufacturers to access Market Access Program (MAP) funds provided by Congress for international market development.

The marketing and promotion division works with the U.S. Department of Agriculture's Foreign Agriculture Service to introduce Utah's food and agriculture products to the world through the Great American Food Shows.

For more information, please contact:

**RANDY PARKER, Director**

Tel: (801) 538-7108

Fax: (801) 538-9436

[agmain.rparker@email.state.ut.us](mailto:agmain.rparker@email.state.ut.us)

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## **LIEUTENANT GOVERNOR**

The Lieutenant Governor's Office can certify signatures of Notary Publics on documents which need to be "legalized" before sending the documents to the Embassy of the country concerned for "legalization" and can also provide "Apostilles" for documents to be sent to countries which accept "Apostilles" in place of "legalization".

**Lieutenant Governor's Office**

210 State Capital

Salt Lake City, Utah 84114

(801) 538-1977

## **COUNTY AND LOCAL AREA EXPORT PROGRAMS**

Several counties and local areas in the state have economic development programs that include export development programs. The extent of the programs and the help offered depends upon the county. Check with your county office

### **Central Utah International Trade Assistance**

DR. F. R. BOSCH  
Snow College  
150 College Avenue  
Ephraim, Utah 84627  
(435) 283-7571  
FAX (435) 283-6879  
[Doc.bosch@snow.edu](mailto:Doc.bosch@snow.edu)

### **Commission for Economic Development Orem (CEDO)**

BRAD WHITTAKER, Director  
777 South State  
Orem, Utah 84058  
(801) 226-1521  
FAX (801) 226-2678  
[Bradw@fiber.net](mailto:Bradw@fiber.net)

### **Utah Valley Economic Development Association**

RICHARD M. BRADFORD  
100 East Center Street, #3200  
Provo, Utah 84606  
(801) 370-8100  
FAX (801) 370-8105  
[Ucadm.richardb@state.ut.us](mailto:Ucadm.richardb@state.ut.us)

## ACCOUNTING FIRMS

Accountants can be an important resource in helping you determine how best to structure your business for export sales. The U.S. government has established several programs which can provide tax incentives to exporters. These generally involve the establishment of Foreign Sales Corporations. There are also various tax and accounting questions that arise in some instances in the treatment of income from foreign sales and in treatment of foreign employees or foreign subsidiaries or offices. Many of the large accounting firms have booklets available covering these various topics. Likewise, most firms have offices in foreign countries allowing them extensive knowledge of foreign tax and business law and can provide expert help and assistance in the foreign countries themselves. Also, because of their foreign offices, these firms can often provide help in understanding the markets and business climate in the various countries and can provide many helpful contacts.

Accounting firms that can help you in the international accounting area include:

**ARTHUR ANDERSEN & CO.**

36 South State, #1260  
Salt Lake City, Utah 84111  
(801) 533-0820  
FAX (801) 534-0550  
[www.anderson.com](http://www.anderson.com)

**DELOITTE & TOUCHE**

50 South Main, #1800  
Salt Lake City, Utah 84144  
(801) 328-4706  
FAX (801) 355-7515  
[www.us.deloitte.com](http://www.us.deloitte.com)

**ERNST & YOUNG LLP**

60 East South Temple, Suite 800  
Salt Lake City, Utah 84111  
(801) 350-3300  
FAX (801) 350-3456  
[www.ey.com](http://www.ey.com)

**GRANT THORNTON LLP**

170 South Main Street  
Salt Lake City, Utah 84101  
(801) 531-6888  
FAX (801) 322-0061  
[www.gt.com](http://www.gt.com)

**KPMG PEAT MARWICK MAIN & CO.**

60 East South Temple, Suite 900  
Salt Lake City, Utah 84111  
(801) 333-8000  
FAX (801) 237-1552  
[www.kpmg.com](http://www.kpmg.com)

**PRICEWATERHOUSECOOPERS LLP**

36 South State, Suite 700  
Salt Lake City, Utah 84111  
(801) 531-9666  
FAX (801) 363-7371  
[www.pwcglobal.com](http://www.pwcglobal.com)

**PRICEWATERHOUSECOOPERS LLP**

175 East 400 South, Suite 700  
Salt Lake City, Utah 84111  
(801) 328-2300  
FAX (801) 359-2063  
[www.pwcglobal.com](http://www.pwcglobal.com)

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## **THE SALT LAKE CHAMBER OF COMMERCE**

The Salt Lake Chamber of Commerce is a private nonprofit organization which represents businesses throughout the state of Utah. Founded in 1902 and with more than 1800 members, it is the oldest and largest business organization in Utah. The Chamber has an International Trade Council that develops contacts with other chambers around the world. The Salt Lake Chamber works with government and other organizations involved in international business to promote international trade through seminars and workshops. Additionally, the chamber is an important point of contact for foreign business representatives and dignitaries visiting Utah. Certificates of Origin are also available through the chamber.

International Trade Council  
Salt Lake Area Chamber of Commerce  
175 East 400 South, Suite 600  
Salt Lake City, Utah 84111  
Phone: 801-328-5071  
Fax: 801-328-5098  
Contact: Adriana Andrade  
[www.saltlakechamber.org](http://www.saltlakechamber.org)  
E-mail: [info@saltlakechamber.org](mailto:info@saltlakechamber.org)

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## **EXPORT FINANCING**

Sometimes it is necessary to obtain financing to enable a company to complete an export sale, either to enable the company to build the products for export or to enable the foreign purchaser to purchase the product. Various forms of financing may be available depending upon the size, type, and circumstances of the sale. Specific reference is made to the sections in this directory on:

- International Banking
- U.S. Small Business Administration
- State of Utah International Business Development Offices

In addition, the following may be able to help with financing:

### **SUMMIT FINANCIAL RESOURCES**

2323 So. Foothill Drive  
Salt Lake City, Utah 84109  
Andy Osborne  
(800) 531-0137  
FAX (800) 390-1242  
[www.summitfinancial.com](http://www.summitfinancial.com)  
EXPORT FINANCING  
EXPORT CREDIT INSURANCE

### **AMERICAN CREDIT INDEMNITY**

P. O. Box 682140  
Park City, Utah 84068  
Greg Balch  
(435) 658-3196  
FAX (435) 658-3198  
[Gregbalch@aciins.com](mailto:Gregbalch@aciins.com)  
[www.aciins.com](http://www.aciins.com)

**BELLWETHER COMPANY**

6995 Union Park Center, Suite 460  
Midvale, Utah 84047  
Rock T. Ballstaedt  
President  
(801) 568-3800  
FAX (801) 568-3900  
PROJECT FINANCING

**MERIDIAN FINANCE GROUP**

Micael D. Stirling  
12304 Santa Monica Blvd.  
Suite 214  
Los Angeles, CA 90025  
Phoenix Office  
(480) 513-4980  
FAX (480) 513-4981  
[www.meridianfiance.com](http://www.meridianfiance.com)  
[Mstirling@meridianfinance.com](mailto:Mstirling@meridianfinance.com)

**U.S. EXPORT-IMPORT BANK**

Dave Josephson  
Regional Director  
1 World Trade Center, Suite 1670  
Long Beach, CA 90831  
(562) 980-4585  
FAX (562) 980-4590  
[www.exim.com](http://www.exim.com)

**UTAH TECHNOLOGY FINANCE CORPORATION**

699 East South Temple  
Salt Lake City, Utah 84102  
(801) 741-4200  
FAX (801) 741-4249  
[www.utfc.org](http://www.utfc.org)

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## UTAH TECHNOLOGY FINANCE CORPORATION

Utah Technology Finance Corporation was created by the Utah Legislature in 1983 as an independent, nonprofit corporation to expand business growth opportunities by means of focused financial leadership. The UTFC finances companies throughout Utah by utilizing direct-lending and bank participation programs that offer financing structured with debt. In urban areas, UTFC's domestic loan programs focus on innovative, emerging, technology-based firms. In rural areas, UTFC funds traditional businesses as well as emerging technology-based firms to expand the rural economic base. UTFC does not compete with traditional banking or financing institutions, insurance companies or other agencies but works closely with banks, local government associations, and other financial entities to bridge the capital gap along the Wasatch Front and in rural Utah.

Through UTFC, Utah exporters have streamlined, easy access to the export-finance assistance programs offered by Ex-Im Bank, SBA, and UTFC. UTFC has been authorized as the City/State Partner in the State of Utah for the Export-Import Bank of the United States.

For further information about UTFC, Ex-Im Bank, or SBA export programs, contact the Utah Technology Finance Corporation, 699 East South Temple, Salt Lake City, Utah 84102. Phone: 801-741-4200; Fax: 801-741-4249.; home page: <http://www.utfc.org>

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## INFORMATION, RESEARCH and CULTURE

Information regarding particular target countries or markets for particular products is important, particularly to someone new to exporting, someone looking for new markets for their products, or someone preparing to visit a foreign country, particularly for the first time. Federal, state, and local governmental agencies as well as educational institutions are one source of information and specific reference is made to the sections in this directory on:

- STAT-USA/Internet
- U.S. Department of Commerce, Salt Lake Export Assistance Center
- U.S. Small Business Administration
- State of Utah International Business Development Office
- County Export Development Program
- Utah Small Business Development Center
- Educational Institutions

In addition, the following specialize in providing information to exporters and those interested in doing business in foreign countries:

### **ALPINE CONSULTANTS INTERNATIONAL**

1131 N. Birch Circle  
Alpine, Utah 84004  
(801) 756-9108  
FAX (801) 756-8774  
Edmond W. Dosch, PhD  
President  
-Information on the Middle East

### **CRANTECH RESEARCH**

5505 South 900 East  
Salt Lake City, UT 84117  
(801) 262-0506  
FAX (801) 262-0050  
Richard Crangle, President  
-Technology service/technology books

### **CULTUREGRAMS**

1305 N. Research Way, Bldg K  
Orem, UT 84097-6200  
(801) 378-65298  
FAX (801) 378-5882  
CultureGrams contain important  
information for over 108 different countries.  
[www.culturegrams.com](http://www.culturegrams.com)

### **PATENT & TRADEMARK DEPOSITORY LIBRARY**

Marriott Library  
University of Utah  
Salt Lake City, Utah 84112  
(801) 581-8394  
FAX (801) 585-3464  
David L. Morrison  
Patent Specialist  
-Information on US and foreign  
patents and trademarks  
[www.lib.utah.edu](http://www.lib.utah.edu)

## INTERNATIONAL BANKING

Your bank will usually be an important partner in your international transactions. Unless you are fully familiar with your overseas customers and are comfortable dealing with them on an open account basis, you will probably want to sell to customers in a manner that ensures prompt payment. While there are several ways to receive payment, a common method is by letter of credit. With a letter of credit, once the goods are shipped, appropriate shipping documents as required by the letter of credit are presented to your bank and the letter of credit is processed for payment. Your bank can also obtain payment of checks you may receive in foreign currency or supply checks to you to pay bills in foreign currency. Your bank may also be able to help in providing financing for export sales. Many of Utah's banks have international departments with knowledgeable people who can help you. Such banks include:

### **WELLS FARGO BANK**

The Trade Bank  
41 East 100 South  
Salt Lake City, Utah 84111  
U1246-011  
Randal L. Roberts  
Vice President, Intl. Dept.  
(801) 246-5604  
Jason Langston  
Foreign Exchange Manager  
(801) 246-5463  
Al Manbeian  
Trade Finance Manager  
(801) 246-5369  
FAX (801) 246-5530  
[www.wellsfargo.com](http://www.wellsfargo.com)

### **KEY BANK**

PO Box 90  
Seattle, Washington 98111-0090  
Tom Anderson  
Marketing Officer  
(425) 709-4330  
[www.keybank.com](http://www.keybank.com)

### **U.S. BANK**

107 South Main Street  
Salt Lake City, Utah 84111  
Mark Garfield  
(801) 537-6707  
Marylee Bingham  
(801) 537-6204  
FAX (801) 534-6207  
[www.usbank.com](http://www.usbank.com)

### **ZIONS FIRST NATIONAL BANK**

One South Main Street, 2nd Floor  
Salt Lake City, Utah 84111  
William Epps  
VP International Business Development  
(801) 524-2123  
FAX (801) 322-5931  
[www.zionsbank.com](http://www.zionsbank.com)

### **BANK ONE**

80 West Broadway, Suite 201  
Salt Lake City, UT 84101  
Mail Code UT1-7702  
(801) 481-5003  
FAX(801) 481-5031  
[www.bankone.com](http://www.bankone.com)



## INTERNATIONAL COURIER SERVICES

Courier services offer transportation and delivery of envelopes, documents, and small packages throughout the world.

### **AIRBORNE EXPRESS**

Ardeen Porter  
2371 South 3600 West  
West Valley City, Utah 84119  
(800) 247-2676  
FAX (801) 973-7063  
[www.airborne.com](http://www.airborne.com)

### **DHL WORLDWIDE EXPRESS**

Jim Hunsaker  
1971 S. 4490 West, Suite. C  
Salt Lake City, Utah 84104  
(800) 225-5345  
(801) 972-8111  
FAX (801) 972-8175  
Jhunsaker@us.dhl.com  
[www.dhl.com](http://www.dhl.com)

### **EMERY WORLDWIDE**

George Nixon  
2015 South 4130 West  
Salt Lake City, Utah 84104  
(801) 977-8846  
FAX: (801) 956-2994  
[www.emeryworldwide.com](http://www.emeryworldwide.com)

### **FEDERAL EXPRESS**

3433 West 2400 South  
West Valley City, UT 84119  
(800) 463-3339  
FAX (801) 887-4010  
[www.fedex.com](http://www.fedex.com)

### **ASSOCIATED GLOBAL SYSTEMS**

Ben Basden  
5106 West Amelia Earhart  
Drive, Suite C  
Salt Lake City, Utah 84116  
(801) 532-2727  
FAX (801) 532-2730  
[www.agsystems.com](http://www.agsystems.com)

### **UNITED PARCEL SERVICE**

Mike Kezerian  
2040 W. Parkway Blvd.  
Salt Lake City, Utah 84119  
1-800-PICKUPS  
FAX (801) 973-3560  
[www.ups.com](http://www.ups.com)

## INTERNATIONAL CUSTOMS BROKERS

Customs brokers offer important services for importers. Customs brokers receive imported goods from foreign countries and "clear" such goods through United States customs. Many freight forwarders are also qualified customs brokers and can handle both incoming and outgoing freight. Local customs brokers are:

### **CARGO-LINK INTERNATIONAL**

Scott Ogden or Bill Waterbury  
1837 So. 4130 West, Suite. B  
Salt Lake City, Utah 84104  
(801) 975-9336  
FAX (801) 975-9406  
[www.cargolink.com](http://www.cargolink.com)

### **CITTA BROKERAGE COMPANY**

Troy J. Larkin  
1464 E. Ridgeline Dr., Suite 104  
Ogden, UT 84405  
(801) 479-7873  
FAX (801) 479-8825

### **EMERY CUSTOMS BROKERS**

Deborah Jarrett  
2015 South 4130 West  
Salt Lake City, UT 84104  
(801) 956-2994  
FAX (801) 977-8575  
[Jarrett.deborah@emeryworld.com](mailto:Jarrett.deborah@emeryworld.com)  
[www.emeryworld.com](http://www.emeryworld.com)

### **EXPEDITORS INTERNATIONAL**

Mike Steskal  
1136 South 3600 West Suite 400  
Salt Lake City, UT 84104  
(801) 972-1400  
FAX (801) 972-4944  
[www.expeditors.com](http://www.expeditors.com)

### **FRITZ COMPANIES, INC.**

Niela Jordan  
4980 Amelia Earhart Dr., Bldg. G  
Salt Lake City, Utah 84116  
(801) 531-0369  
FAX (801) 531-0462  
[www.fritz.com](http://www.fritz.com)

### **NORMAN G. JENSEN, INC.**

Jack Hunt  
3610 West 2100 South  
Salt Lake City, UT 84120  
(801) 973-2400  
FAX (801) 973-2434  
[www.ngjensen.com](http://www.ngjensen.com)

### **KUEHNE & NAGLE**

Brooke Knight  
2009 South 4130 West, Suite B  
Salt Lake City, Utah 84104  
(801) 973-2888  
FAX (801) 972-7037  
[www.kuehne-nagle.com](http://www.kuehne-nagle.com)

### **MSAS CARGO INTERNATIONAL**

Thayne Worsley  
3739 West 2270 South  
Salt Lake City, Utah 84120  
(801) 973-6700  
FAX (801) 973-6791  
[www.excel.com](http://www.excel.com)

### **SCHENKER INC.**

Dana Ferguson  
4464 West 2100 South  
Salt Lake City, UT 8120  
(801) 364-9393  
FAX (801) 364-9333  
[SLC2002@schenkerusa.com](mailto:SLC2002@schenkerusa.com)

## INTERNATIONAL FREIGHT FORWARDING

Making the necessary arrangements to move your cargo from your door to your customer is only one of the functions of a freight forwarder. Making a booking on a steamship company or airline is only a small portion of freight forwarding. A competent freight forwarder will prepare the necessary documentation to get your product overseas. They will also assist you with your international banking and lend assistance with international letters of credit and sight drafts.

Quotations on overseas shipping can be provided to help you make the sale. A good forwarder will also shop around to get his customer the very best in service at the most cost efficient price. Freight Forwarding firms that can help you with your international shopping include:

### **ABF FREIGHT SYSTEMS**

John Nemelka  
55 South Redwood Road  
Salt Lake City, UT 84116  
(801) 355-2030  
FAX (801) 355-1516  
[www.abfs.com](http://www.abfs.com)

### **AIR EXPRESS INTERNATIONAL**

Tom Griffen  
4464 West 2100 South  
Salt Lake City, UT 84120  
(801) 975-9580  
FAX (801) 975-9589

### **AIRBORNE EXPRESS**

Ardeen Porter  
2371 South 3600 West  
West Valley City, UT 84119  
(800) 247-2676  
FAX (801) 973-7063  
[www.airborneexpress.com](http://www.airborneexpress.com)

### **AIR & SEA INTERNATIONAL INC.**

H. Brent Fowler  
4770 South 900 East suite 200  
Salt Lake City, UT 84117  
(801) 264-9130  
FAX (801) 264-9131  
[www.airseaint.com](http://www.airseaint.com)

### **ASSOCIATED GLOBAL SYSTEMS**

Jim Sparks  
5106 W. Amelia Earhart Drive  
Suite C  
Salt Lake City, UT 84116  
(801) 532-2727  
FAX (801) 532-2730  
[www.agsystems.com](http://www.agsystems.com)

### **BAX GLOBAL**

Bill Quigley  
3684 West 2340 South, Suite F  
Salt Lake City, UT 84120  
(801) 972-7000  
FAX (801) 972-7007  
[www.baxglobal.com](http://www.baxglobal.com)

### **CARGO-LINK INTERNATIONAL**

Scott D. Ogden  
881 South 3760 West  
PO Box 22127  
Salt Lake City, UT 84104  
(801) 975-9336  
FAX (801) 975-9406  
[www.cargolink.com](http://www.cargolink.com)

### **DHL WORLDWIDE EXPRESS**

Barbara Evert  
1971 South 4490 West, Suite C  
Salt Lake City, UT 84104  
(801) 972-8111  
FAX (801) 972-8175  
[www.dhl.com](http://www.dhl.com)

**EAGLE GLOBAL LOGISTICS**

Lori Peterson  
1890 South Millstone Dr. Suite F  
Salt Lake City, UT 84104  
(801) 908-6789  
FAX (801) 908-6750  
1-800-363-0377  
[www.eaglegl.com](http://www.eaglegl.com)

**EMERY WORLDWIDE**

George Nixon, General Manager  
2015 South 4130 West  
Salt Lake City, UT 84104  
(801) 956-2994  
FAX (801) 977-8846  
[www.emeryworld.com](http://www.emeryworld.com)

**EXPEDITORS INTERNATIONAL**

Mike Steskal  
1136 South 3600 West suite 400  
Salt Lake City, UT 84104  
(801) 972-1400  
FAX (801) 972-4944  
[www.expeditors.com](http://www.expeditors.com)

**FRITZ COMPANIES, INC.**

Niela Jordan  
4980 Amelia Earhart Dr., Bldg. G  
Salt Lake City, UT 84116  
(801) 531-0369  
FAX (801) 531-0462  
[www.fritz.com](http://www.fritz.com)

**GLOBAL FREIGHT MANAGEMENT**

Emily Young  
3690 West 2100 South  
Salt Lake City, UT 84104  
(801) 975-8630  
FAX (801) 975-8632

**HUB CITY INTERMOUNTAIN  
TERMINALS, INC.**

David Hill  
3684 West 2340 South  
Taylor Bldg., Suite A  
West Valley City, UT 84120  
(801) 972-4900  
FAX (800) 972-2030

**INTERNATIONAL FREIGHT  
TRANSPORT**

Ken Domestead  
920 West Heritage Park Blvd. Suite 220  
Layton, UT 84041  
(801) 773-9000  
FAX (801) 773-5400  
[www.ift.com](http://www.ift.com)

**KINTETSU WORLD EXPRESS**

Don Gibbs  
4464 West 2100 South  
Salt Lake City, UT 84120  
(801) 972-9220  
FAX (801) 972-0651  
[www.kwe.com](http://www.kwe.com)

**KUEHNE & NAGEL**

Brooke Knight  
2009 South 4130 West, Suite B  
Salt Lake City, UT 84104  
(801) 973-2888  
FAX (801) 972-7037  
[www.kuehne-nagle.com](http://www.kuehne-nagle.com)

**MERGENTHALES UNITED VAN  
LINES**

Kevin Hurley  
95 West 3160 South  
Salt Lake City, Utah 84119  
(801) 975-1287  
FAX(801) 974-4399  
[www.unitedvan.com](http://www.unitedvan.com)

**MSAS CARGO INTERNATIONAL**

John Banks  
3739 West 2270 South Suite D  
Salt Lake City, UT 84120  
(801) 973-6700  
FAX (801) 973-6791  
[www.excel.com](http://www.excel.com)

**PILOT AIR FREIGHT**

Brandon Lewis  
140 South Millstone Dr. Suite B  
Salt Lake City, UT 84104  
(801) 977-8585  
FAX (801) 977-8694  
[www.pilotair.com](http://www.pilotair.com)

**SCHENKER INC.**

Johanna Streit  
4464 West 2100 South  
Salt Lake City, UT 84120  
(801) 364-9393  
FAX (801) 364-9333  
[SLC2002@schenkerusa.com](mailto:SLC2002@schenkerusa.com)

**SERVICE BY AIR**

Dan Sheppard  
4464 West 2100 South  
Salt Lake City, UT 84120  
(801) 975-7111  
FAX (801) 975-7856

**TEAM AIR EXPRESS**

Lyn Bonner  
4350 West 2100 South  
Salt Lake City, UT 84120  
(801) 973-0111  
FAX (801) 973-0730

**TRANSFAIR NORTH AMERICA**

Debbie Phillips  
4980 West Amelia Earhart Drive  
Salt Lake City, UT 84116  
(801) 521-3700  
FAX (801) 521-5702  
[www.trnsgrp.com](http://www.trnsgrp.com)

**UNITED PARCEL SERVICE**

Mike Kezerian  
2040 W. Parkway Blvd.  
Salt Lake City, UT 84119  
(801) 973-3425  
FAX (801) 973-3560  
[www.ups.com](http://www.ups.com)

**UNION TRANSPORT  
CORPORATION**

Juergen Frei  
1939 South 4130 West #B  
Salt Lake City, UT 84104  
(801) 973-0237  
FAX (801) 973-0242

**WORLDWIDE CARGO  
SPECIALTIES**

Patty Williams  
2724 South 3600 West #B  
West Valley City, UT 84119  
(801) 963-1772  
FAX (801) 963-1774

## ATTORNEYS

When entering the international market, an attorney can be an important member of your team. Attorneys can answer questions concerning the use of distributors, dealers, or agents in various countries and the distinction between them, as well as the particular agreements involved in the transaction. Attorneys can answer tax questions on how to treat certain export sales and how to structure your business to take advantage of certain tax breaks. Various other legal questions may arise where an attorney skilled in international law will be essential.

Utah attorneys with substantial international experience include:

**DANIEL M. ALLRED**

Parsons, Behle & Latimer  
201 So. Main, Suite 1800  
P.O. Box 45898  
201 South Main, #1800  
Salt Lake City, UT 84145  
(801) 532-1234  
FAX(801) 536-6111  
[www.pblutah.com](http://www.pblutah.com)

**JOHN P. ASHTON**

Prince, Yeates & Geldzahler  
175 East 400 South, #900  
Salt Lake City, UT 84111  
(801) 524-1000  
FAX (801) 524-1098  
[www.pyglaw.com](http://www.pyglaw.com)

**GARY R. THORUP**

Holme Roberts Owen LLC  
111 East Broadway, Suite 1100  
Salt Lake City, UT 84111-2304  
(801) 521-5800  
FAX (801) 521-9639  
[www.hro.com](http://www.hro.com)

**HOLLAND AND HART**

215 South State  
Salt Lake City, Utah 84111  
(801) 595-7800  
FAX(801) 364-9124  
[www.hallandandhart.com](http://www.hallandandhart.com)

**JOHN KESLER**

Woodbury & Kesler  
265 East 100 South, #300  
Salt Lake City, UT 84111  
(801) 364-1100  
FAX (801) 359-2320

**ANTHONY I. BENTLEY**

Kirton & McConkie  
60 East South Temple, Suite 1800  
Salt Lake City, UT 84145  
(801) 328-3600  
FAX (801) 321-4893  
[www.kmclaw.com](http://www.kmclaw.com)

**RANDALL A. MACKEY**

**GIFFORD W. PRICE**  
**DWIGHT B. WILLIAMS**  
Mackey, Price & Williams  
200 South 57 West Suite 350  
Salt Lake City, UT 84101  
(801) 575-5000  
FAX (801) 575-5006  
[www.mpwlaw.com](http://www.mpwlaw.com)

**GEORGE M. McCUNE**

McCune, McCune & Suzuki  
5243 Carpell Avenue  
P. O. Box 18044  
Salt Lake City, UT 84118-8044  
(801) 964-2825  
FAX (801) 964-0551

**MICHAEL MANGELSON**

Stoel Rives  
201 S. Main  
Salt Lake City, UT 84111  
(801) 328-3131  
FAX (801) 578-6999  
[www.stoel.com](http://www.stoel.com)

**TOM MUMFORD**

**WILLIAM WINGO**

Wingo & Rinehart  
150 North Main Street Suite 202  
Bountiful, UT 84010  
(801) 294-2800  
FAX (801) 295-6600

**NELSON, RASMUSSEN  
& CHRISTENSEN**

576 East South Temple  
Salt Lake City, UT 84102  
(801) 531-8400  
FAX (801) 363-3614

**MICHAEL T. ROBERTS**

Van Cott, Bagley, Cornwall & McCarthy  
50 South Main Street, Suite 1600  
P.O. Box 45340  
Salt Lake City, UT 84145-0340  
(801) 532-3333  
FAX (801) 534-0058  
[Mroberts@vancott.com](mailto:Mroberts@vancott.com)

**JOSEPH C. RUST**

**SCOTT O. MERCER**

Kesler & Rust  
2000 Beneficial Life Tower  
36 South State Street  
Salt Lake City, UT 84111  
(801) 532-8000  
FAX (801) 531-7965

**STEPHEN D. SWINDLE**

Van Cott, Bagley, Cornwall &  
McCarthy  
50 South Main Street, Suite #1600  
Salt Lake City, Utah 84144  
(801) 532-3333  
FAX (801) 534-0058  
[www.vancott.com](http://www.vancott.com)

**KEVIN R. PINEGAR**

Durham, Jones & Pinegar  
Key Bank Towers  
50 South Main, Suite 850  
Salt Lake City, UT 84144  
(801) 538-2424  
FAX (801) 538-2425  
[www.djplaw.com](http://www.djplaw.com)

**RANDON WILSON**

**PAUL M. HARMAN**

Jones, Waldo, Holbrook &  
McDonough  
170 South Main Street, Ste. 1500  
Salt Lake City, UT 84101  
(801) 521-3200  
FAX (801) 328-0537  
[www.joneswaldo.com](http://www.joneswaldo.com)

## **PATENT, TRADEMARK, AND COPYRIGHT ATTORNEYS**

Protecting your patents, trademarks, copyrights, and trade secrets abroad can be an important part of your export strategy. Strict time limits apply to filing patent applications in foreign countries and trademark rights in many foreign countries are based on filing rather than use, with the first party to file owning the trademark. It is therefore important to consider these matters.

Most patent attorneys have a network of foreign associate attorneys who handle patent and trademark filings in foreign countries and can advise regarding copyright protection in foreign countries. Therefore, your regular patent attorney would be the first one to contact regarding foreign protection.

Patent attorneys and firms specializing in patents, trademarks and copyrights in Utah include:

**K.S. CORNABY**

Jones, Waldo, Holbrook &  
McDonough  
170 South Main Street, #1500  
Salt Lake City, Utah 84101  
(801) 521-3200  
FAX (801) 328-0537  
[www.joenswaldo.com](http://www.joenswaldo.com)

**FOSTER & FOSTER**

602 East 300 South  
Salt Lake City, Utah 84102  
(801) 364-5633  
FAX (801) 355-8938

**MICHAEL KRIEGER**

Kirton & McConkie  
1800 Eagle Gate Tower  
60 East South Temple  
Salt Lake City, Utah 84111  
(801) 328-3600  
FAX (801) 321-4893  
[www.kmclaw.com](http://www.kmclaw.com)

**MADSON & METCALF**

15 West South Temple, Ste. 900  
Salt Lake City, UT 84101  
(801) 537-1700  
FAX (801) 537-1799  
[www.mmclaw.com](http://www.mmclaw.com)

**MALLINCKRODT &  
MALLINCKRODT**

10 Exchange Place, Suite 510  
Salt Lake City, Utah 84111  
(801) 328-1624  
FAX (801) 328-1627

**MICHAEL E. MAGELSON**

Stoel Rives  
201 South Main St., Suite 1100  
Salt Lake City, Utah 84111  
(801) 328-3131  
FAX (801) 578-6999  
[www.stoel.com](http://www.stoel.com)

**MORRIS BATEMAN O'BRYANT &  
COMPAGNI**

582 South 900 East Suite 300  
Salt Lake City, UT 84121  
(801) 685-2302  
FAX (801) 685-2303  
[www.mboclaw.com](http://www.mboclaw.com)

**PARSONS BEHLE & LATIMER**

201 South Main Street Suite 1800  
Salt Lake City, Ut 84111  
(801) 532-1234  
FAX (801) 536-6111  
[www.pblutah.com](http://www.pblutah.com)



**PRINCE, YEATES & GELDZAHLER**

175 East 400 South, Suite 900  
Salt Lake City, Utah 84111  
(801) 524-1000  
FAX (801) 524-1099  
[www.pyglaw.com](http://www.pyglaw.com)

**M. REID RUSSELL**

1240 East 100 South #10  
St. George, UT 84790  
(435) 674-5739  
FAX (435) 635-3016

**THOMAS J. ROSSA**

Holme Roberts & Owen  
111 East Broadway, Suite 1100  
Salt Lake City, UT 84117  
(801) 521-5800  
FAX (801) 521-9639  
[www.hro.com](http://www.hro.com)

**THORPE NORTH & WESTERN**

8180 South 700 East, Suite 200  
Sandy, Utah 84070  
(801) 566-6633  
FAX (801) 566-6673  
[www.tnw.com](http://www.tnw.com)

**TRASK BRITT**

230 South 500 East, Suite 300  
Salt Lake City, Utah 84102  
(801) 532-1922  
FAX (801) 531-9168  
[www.tbrlaw.com](http://www.tbrlaw.com)

**WORKMAN NYDEGGER &  
SEELEY**

60 East South Temple, Suite 1000  
Salt Lake City, Utah 84111  
(801) 533-9800  
FAX (801) 328-1707  
[www.wnspat.com](http://www.wnspat.com)

## **EXPORT TRADE INTERMEDIARIES AND CONSULTANTS**

Export trade intermediaries take various forms, from a consultant who works with your company on a fee basis to set up an in-house export marketing program, to companies who buy your products from you and then export them on their own account. In many cases, the intermediary will arrange export sales for you on the basis of a commission based on sales. The arrangements may vary. The advantage of using an intermediary is that they already have knowledge of foreign markets and customers and can act as your foreign sales department without the cost and lead-time to you of setting up your own international sales department. Consultants can also search information resources to provide marketing leads and travel and cultural information, and can help with product safety testing and design to meet international regulations (see also Information and Miscellaneous Services headings.) Consultants can also "source" products for you. This means that the consultant can arrange for manufacture of your product overseas or find overseas sources for components.

**ALKOA TRADING CO.**

Kevin Young  
8021 Linton Dr.  
West Jordan, UT 84088  
(801) 455-0252  
FAX (801) 565-9956  
[www.alkoa.com](http://www.alkoa.com)

**ALPINE CONSULTANTS  
INTERNATIONAL**

1131 N. Birch Circle  
Alpine, Utah 84004  
(801) 756-9108  
FAX (81) 756-8774  
Edmond W. Dosch, Ph.D.  
MIDDLE EAST CONSULTING

**ANTHONY SEOW & COMPANY**

P.O. Box 1284  
Orem, Utah 84057  
(801) 225-6612  
FAX (801) 224-3607  
Anthony Seow  
EXPORT MANAGEMENT

**ASIA MARKETING &  
CONSULTING CORPORATION**

5243 Carpell Avenue  
P.O. Box 18044  
Salt Lake City, Utah 84118-8044  
(801) 964-2825  
FAX (801) 964-0551  
George M. McCune, President/CEO  
INTERNATIONAL BUSINESS  
CONSULTING, SOURCING AND  
NEGOTIATION, CUSTOM USE,  
ADULT TOURS, AND HOME STAY  
PROGRAMS

**R. S. BROWN & ASSOCIATES**

P. O. Box 711551  
Salt Lake City, Utah 84121  
(801) 942-1261  
FAX (801) 947-0973  
Rulon S. Brown, Owner  
[Barubar@AOL.com](mailto:Barubar@AOL.com)  
AGRIBUSINESS/MARKETING

**FITNESS FIRST, INC.**

1450 South 3200 West  
Salt Lake City, Utah 84104  
(801) 974-0096  
FAX (801) 972-4031  
Dan Binford  
President  
EXPORT MANAGEMENT AND  
TRADING SPECIALIZING IN  
EXERCISE/FITNESS  
TREADMILLS, HOME GYMS AND  
EXERCISE BIKES

**INTERNATIONAL TRADE &  
WORLD WIDE MARKETING,  
INC.**

P.O. Box 17072  
Salt Lake City, Utah 84117  
(801) 255-8444  
FAX (801) 255-8544  
Mark A. Simpkins, President  
EXPORT MANAGEMENT

**INTERCHANGE DIVISION**

279 West 205 North  
Orem, Utah  
TEL/FAX (801) 426-5641  
[lbtekt@aol.com](mailto:lbtekt@aol.com)  
Barry Thompson  
FOREIGN SALES CORPORATIONS,  
INTL. TRADE FINANCE

**INTERNATIONAL COMPUTER  
NETWORK**

431 West 200 South, #10  
Provo, Utah 84601  
(801) 229-2829  
FAX (801) 229-2829  
Nailong Jiang  
EXPORT MANAGEMENT,  
INTERNATIONAL INFORMATION  
SERVICE

**INTERNATIONAL  
MANUFACTURING SOLUTIONS**

572 Park Avenue #302  
Park City, Utah 84060  
(801) 655-0107  
FAX (801) 645-7226  
Matt J. Alvarez  
BUSINESS DEVELOPMENT  
AND SOURCING

**INTRADE LIMITED**

1399 South 700 East, #16  
Salt Lake City, Utah 84105  
(801) 487-0871  
FAX (801) 466-8602  
William E. Buchanan, President  
EXPORT MANAGEMENT

**BRUCE N. KALISER & ASSOCIATES**

] 2951 Nila Way  
Salt Lake City, Utah 84124  
(801) 272-2720  
FAX (801) 272-2720  
Bruce N. Kaliser  
Principal Consultant  
CONSULTING, ENGINEERING,  
GEOTECHNICAL, ENVIRONMENTAL,  
GEOLOGICAL, HYDROGEOLOGICAL

**NEOMARK**

3811 Birch Dr.  
Salt Lake City, Utah 84109  
(801) 273-7773  
FAX (801) 273-7772  
Madu Menon, President

**PARKER INTERNATIONAL INC.**

265 East 100 South, Suite 300  
Salt Lake City, Utah 84111  
(801) 531-6565  
FAX (801) 531-6464  
Darin Parker, Division One Manager  
EXPORT MANAGEMENT

**TRANS-EASTERN LTD. INC..**

2220 East 4800 South, #408  
Salt Lake City, Utah 84117-5974  
(801) 277-3368  
FAX (801) 277-3713  
Dennis Vandenakker, President  
INTERNATIONAL BUSINESS  
CONSULTING

## ADVERTISING AND MARKET RESEARCH

The marketing and advertising of products overseas can be tricky because words and phrases used in this country do not necessarily translate well into foreign languages. Advertising and marketing generally must be done in the language of the country concerned and, to be effective, must incorporate a knowledge of the culture and customs within the country. Particularly with consumer products, it is important to get expert cultural advice. Cultural assistance is often provided by foreign distributors but sometimes, it is more convenient and preferable to obtain that help locally. (See also Export Trade Intermediaries and Translation Services.)

**MARKETING MEDIA  
COMMUNICATION, INC.**

Stephen L. Holbrook  
President  
8 East Broadway, Suite 415  
Salt Lake City, Utah 84111  
(801) 359-8900  
FAX(801)359-8933  
[mmc@marketingmediacom.com](mailto:mmc@marketingmediacom.com)  
[www.marketingmediacom.com](http://www.marketingmediacom.com)

**MEYER & LIECHTY, INC.**

919 West 500 North  
Lindon, Utah 84042  
(801) 785-1155  
FAX (801) 785-0580  
Christopher Liechty  
DESIGN & CONSULTING FOR  
PRINT,MULTIMEDIA CD-ROM AND  
WEB MEDIA  
[www.meyerandliechty.com](http://www.meyerandliechty.com)

## PROPOSAL WRITING SERVICES

Work with professionals to produce well-written proposals that attract international clients. Get help on any part of the proposal process: analysis, design, writing, editing, and/or desktop publishing.

**McKinnon-Mulherin, Inc.**

Regina Davis

56 East Broadway, Suite 410

Salt Lake City, UT 84111

(801) 531-7620

[www.mckinnon-mulherin.com](http://www.mckinnon-mulherin.com)

[rdavis@mckinnon-mulherin.com](mailto:rdavis@mckinnon-mulherin.com)

We create proposals that mean business.

## MISCELLANEOUS SERVICES

The following services are available and may be helpful or necessary to those involved in international trade but do not fit well under other separate headings in this Directory:

### **THE BRUNO GROUP**

8690 S. Escalade Circle  
Salt Lake City, Utah 84121

(801) 947-0526

FAX(801) 944-8839

[www.brunogroup.com](http://www.brunogroup.com)

INTERNATIONAL EVENT

MARKETING AND MANAGEMENT

### **GRAYDON AMERICA, INC.**

444 Estudillo Ave., Suite F

San Leandro, CA 94577

George Arterberry, Sales Mgr

(510) 614-8306

FAX (510) 614-8307

ESTABLISHED SOURCE FOR CREDIT  
REPORTS

[www.graydonamerica.com](http://www.graydonamerica.com)

### **NAI-GLOBAL REAL ESTATE SERVICES**

60 East South Temple, Suite 1325

Salt Lake City, UT 84111

FAX: (801) 578-5500

REAL ESTATE ACQUISITIONS,  
DISPOSITIONS, LEASING, CONSULTING,  
APPRAISAL, AUCTION, PROPERTY  
MANAGEMENT, LENDING

Merlin Ethington, Sr. Corporate Sales  
Director

(801) 578-5555

### **INTERNEXUS**

1733 South 1100 East

Salt Lake City, Utah 84105

Rob Brown

(801) 487-2499

FAX (801) 487-2198

ENGLISH AS A SECOND

LANGUAGE TRAINING

[www.internexus.to/](http://www.internexus.to/)

### **BRUCE N. KALISER AND ASSOCIATES**

2951 Nila Way

Salt Lake City, UT 84124

(801) 272-2720

FAX (801) 272-2720

GEOTECHNICAL, ENVIRONMENTAL,  
GEOLOGICAL, HYDROGEOLOGICAL

## PRODUCT TESTING AND CERTIFICATION

Many countries require additional certification and testing to fulfill their import regulations. The following services are available and maybe helpful in testing and certifying products for export.

### TESTING ENGINEERS INTL.

P.O. Box 57025  
Salt Lake City, Utah 84157  
(801) 262-2332  
FAX (801) 262-2363  
Matthew D. MacGregor  
[Tei@tei-test.com](mailto:Tei@tei-test.com)  
PRODUCT TESTING AND NSF  
CERTIFICATION  
[www.tei-test.com](http://www.tei-test.com)

### CCL

1940 Alexander St.  
Salt Lake City, Utah 84119  
(801) 972-6146  
FAX (801) 972-8432  
Joe Jackson  
Rich Winter  
TELECOM SAFETY, IT EQUIPMENT  
CE TESTING AND CERTIFICATION  
[www.cclab.com](http://www.cclab.com)

## PACKING SERVICE

When shipping product, particularly internationally, it is important that the product arrive in undamaged condition. Thus, packing of the product can be important. If special packing is required and the exporter does not have the capabilities for packing the product, the following offer packing services.

### BOXER THE

1810 Fortune Road  
Salt Lake City, Utah 84104  
(801) 972-0151  
FAX (801) 972-6771  
[www.Saltlakeboxer@aol.com](mailto:www.Saltlakeboxer@aol.com)

### HAWTHORNE CUSTOM CRATING

316 West Vine  
Murray, Utah 84107  
(801) 266-2861

### CARGO-LINK INTERNATIONAL

1837 So. 4130 West. Suite. B  
Salt Lake City, Utah 84104  
(801) 975-9336  
FAX (801) 975-9406  
[www.cargolink.com](http://www.cargolink.com)

### MSAS GLOBAL LOGISTICS

3739 West 2270 South, Suite D  
Salt Lake City, Utah 84120  
(801) 973-6700  
FAX (801) 973-6791  
[www.exel.com](http://www.exel.com)

## TRANSLATION SERVICES

Translation services can translate letters and documents received from overseas in foreign languages into English or can translate your English language documents, such as letters, brochures, catalogs, packaging, manuals, etc., into foreign languages.

### **ALFA**

750 North 1000 East  
Provo, Utah 84606  
Tel/Fax (801) 373-5750  
Translations, interpretations, desktop  
publishing and recording services  
in any language

### **CTC CHINESE TRANSLATIONS & CONSULTING**

1639 E. Shadow Cove  
Salt Lake City, Utah 84121  
(801) 942-0961  
FAX (801) 942-0961  
Eric Cheng  
Chinese translation, interpretation

### **BYU TRANSLATORS AND INTERPRETERS ASSOCIATION**

English, Spanish and German  
Translation of written documents  
FAX (801) 224-0446  
Direct faxed request to BYUTIA

### **EL KING LANGUAGE INSTITUTE**

3149 South State St. Suite E  
Salt Lake City, Utah 84115  
(801) 671-5295  
[elking1989@yahoo.com](mailto:elking1989@yahoo.com)  
language consultants, title III  
Translations and interpretations.

### **FASTEL, L.C..**

4675 West 3825 South  
Salt Lake City, Utah 84120  
(801) 965-0915  
Oleg Kotlyar, Manager  
Translations from Russian  
to English and vice versa

### **ILINGUA**

32 West Anapamu Street, Suite 260  
Santa Barbara, CA 93101  
1-866-ilingua  
(801) 426-5530  
[ilingua@ilingua.net](mailto:ilingua@ilingua.net)  
[www.ilingua.net](http://www.ilingua.net)

### **JOHN C. ALLEMAN TRANSLATIONS**

221 Ardmore Place  
Salt Lake City, Utah 84103  
(801) 359-7811  
FAX (801) 359-9304  
Finnish, Hungarian, German, French

### **KEN KOMENDARYAN**

(801) 359-7695  
[kkomend@netzero.net](mailto:kkomend@netzero.net)  
<http://kkomend.homepage.com>  
Translator/Interpreter/Localization  
Russian as well as Armenian

### **MEYER & LIECHTY**

919 West 500 North  
Lindon, Utah 84042  
(801) 785-1155  
FAX (801) 785-0580  
Christopher Liechty, President  
Translation and foreign language  
typesetting of marketing materials  
[www.meyerandliechty.com](http://www.meyerandliechty.com)

**MULTILING INTERNATIONAL**

Marketing & Sales  
32 West Center Street  
P.O. Box 1998  
Provo, UT 84605-0177  
Emmanuel Margetic, manager  
(801) 377-2000  
FAX (801) 377-7085  
[www.multiling.com](http://www.multiling.com)  
All languages, technical translations,  
typesettings, software, localization

**STC TRANSLATIONS**

548 East 1640 North  
Orem, Utah 84097  
(801) 224-6296  
FAX (801) 224-9148  
Bill Colorado, Marketing Director  
Multilingual translation, audio and  
video production and voice-overs

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## UTAH SMALL BUSINESS DEVELOPMENT CENTERS

The Utah Small Business Development Center provides counseling and training services to small business owners and prospective entrepreneurs. Counseling services are available at no charge. Some of the areas of focus include business planning, market research and strategy, financial management, debt and equity funding development, and strategic planning. Individuals interested in starting a business are encouraged to attend a free orientation session that covers SBDC services, starting a business in Utah, business planning and sources of financing. Please contact your local SBDC for more information.

**CEDAR CITY SBDC**

Southern Utah University  
351 West Center  
Cedar City, Utah 84720  
(435) 586-5400  
FAX (435) 586-5493  
Derek Snow  
[snow@suu.edu](mailto:snow@suu.edu)

**EPHRAIM SBDC**

Snow College  
345 West 100 North  
Ephraim, Utah 84627  
(435) 283-7372  
FAX (435) 283-6913  
Russell Johnson  
[Russ.Johnson@snow.edu](mailto:Russ.Johnson@snow.edu)

**LOGAN SBDC**

Utah State University  
East Campus, Room 24  
Logan, Utah 84322-8330  
(801) 797-2277  
FAX (801) 797-3317  
Franklin Prante  
Darin Duncan, Asst. Director  
[fprante@ext.usu.edu](mailto:fprante@ext.usu.edu)

**MOAB SBDC**

Utah State University  
Moab Higher Education Center  
125 West 200 South  
Moab, Utah 84532  
(435) 259-3622  
FAX (435) 259-8423  
Brian Dubhoff, Director  
[briand@ext.usu.edu](mailto:briand@ext.usu.edu)



**OGDEN SBDC**

Weber State University  
College of Business & Econ.  
Ogden, Utah 84408-3815  
(801) 626-7051  
FAX (801) 626-7423  
Bruce Davis, Director  
Beverly King, Asst. Director  
[bking1@weber.edu](mailto:bking1@weber.edu)  
[brDavis@weber.edu](mailto:brDavis@weber.edu)

**OREM/PROVO CENTER  
SBDC**

Utah Valley State College  
800 West 1200 South  
Orem, Utah 84058  
(801) 222-8230  
(801) 764-7071  
Charles Cozzens, Director  
[Cozzench@uvsc.edu](mailto:Cozzench@uvsc.edu)

**PRICE SBDC**

College of Eastern Utah AOG  
P. O. Box 1106  
Price, Utah 84501  
(435) 637-5444  
FAX (435) 637-5448  
Nick Tatton, Director  
[Ntatton@seualg.dst.ut.us](mailto:Ntatton@seualg.dst.ut.us)

**UINTAH BASIN SBDC**

Utah State University  
Extension Office  
Mark Holmes, Director  
987 East Lagoon  
Roosevelt, Utah 84066  
(435) 722-2294  
FAX (435) 722-5678  
1680 West Highway 40  
Vernal, Utah 84078  
(435) 789-6100  
FAX (435) 3916  
[Markh@ext.usu.edu](mailto:Markh@ext.usu.edu)

**ST. GEORGE SBDC**

Dixie College  
225 South 700 East  
St. George, Utah 84770  
(435) 652-7741  
FAX (435) 652-7870  
Jill Elliss, Director  
[ellis\\_j@dixie.edu](mailto:ellis_j@dixie.edu)

**SAN JUAN/GRAND COUNTY  
SBDC**

College of Eastern Utah  
San Juan Campus  
639 West 100 South  
Blanding, Utah 84511  
(435) 678-2201 Ext. 177  
FAX (435) 678-2220  
Bill Olderog, Director  
[bill\\_olderog@sanjuan.ceu.edu](mailto:bill_olderog@sanjuan.ceu.edu)

**SOUTH VALLEY  
SBDC**

Salt Lake Community College  
9750 South 300 West  
Sandy, Utah 84070  
(801) 957-5203  
FAX (801) 957-5333  
Barry L. Bartlett, Director  
[Bartleba@slcc.edu](mailto:Bartleba@slcc.edu)

**USBDC STATE DIRECTOR'S OFFICE**

Salt Lake Community College  
1623 South State Street  
Salt Lake City, Utah 84115  
(801) 957-3480  
FAX (801) 957-3489  
Michael Finnerty, State Dir.  
[fnnermi@slcc.edu](mailto:fnnermi@slcc.edu)  
Von Rowlay, Asst. State Dir.  
[Rowlayvo@slcc.edu](mailto:Rowlayvo@slcc.edu)

## WORLD TRADE ASSOCIATIONS

The World Trade Association of Utah is an organization which holds monthly luncheon meetings September through April. The presentations focus on subjects of interest to people involved in international trade. The WTA also sponsors seminars and presents awards at its May World Trade Week Banquet. Its activities are directed to improving, increasing, and encouraging international trade. An important part of World Trade Association activities is meeting others who are involved in international trade forming networks and contacts which are helpful when questions or problems arise.

**WORLD TRADE ASSOCIATION  
OF UTAH**  
P. O. Box 2743  
Salt Lake City, Utah 84110-2743  
(801) 246-5684

**WORLD TRADE ASSOCIATION OF  
UTAH**  
Utah County Chapter, Provo, Utah  
Kristie K. Seawright PH.D.  
Amy Young  
(801) 378-4563

[www.utahworldtrade.org](http://www.utahworldtrade.org)

\*\*\*\*\*

## EDUCATIONAL INSTITUTIONS

Several of the colleges and universities in the state periodically hold classes and seminars on various topics of interest to people in international trade. Both BYU and Utah State University, present one day world trade seminars in the spring of each year directed to businesses in the state. Various other special programs are also offered.

**BRIGHAM YOUNG UNIVERSITY**  
Kristie K. Seawright PH.D.  
Center for Internat'l Business  
690 Tanner Building  
Provo, Utah 84602-3115  
(801) 378-4563  
(801) 378-5984  
[kristie\\_seawright@byu.edu](mailto:kristie_seawright@byu.edu)

**DIXIE COLLEGE**  
Julie Stender, Int'l Counselor  
Counseling Center  
225 South 700 East  
St. George, Utah 84770  
(435) 652-7703  
(435) 656-1005  
[www.dixie.edu](http://www.dixie.edu)

**COLLEGE OF EASTERN UTAH**  
Brad King  
International Relations  
451 East 400 North  
Price, Utah 84501  
(435) 637-2120  
(435) 637-4102  
[www.ceu.edu](http://www.ceu.edu)

**ENGLISH LANGUAGE STUDY  
CENTER**  
Robert Brown  
1733 South 1100 East  
Salt Lake City, Utah 84105  
(801) 487-2499  
(801) 487-2198  
English and English as a second  
language training

**HAWTHORNE UNIVERSITY**

Craig Munzert  
2965 East 3435 South  
Salt Lake City, Utah 84109  
(801) 485-1801  
FAX (801) 485-1563  
Training Foreign Born Managers  
For Multinational Assignments  
[www.hawthorne.edu](http://www.hawthorne.edu)

**SALT LAKE COMMUNITY  
COLLEGE**

Alan M. Urehara  
Center for Intl . Studies  
4600 South Redwood Road  
P.O. Box 30808  
Salt Lake City, Utah 84130  
(801) 957-4645  
FAX (801) 957-4890  
[www.slcc.edu](http://www.slcc.edu)

**SNOW COLLEGE**

F. R. Bosch  
345 West 100 North  
Ephraim, Utah 84627  
(435) 283-4021, ext. 270  
(435) 283-7000  
[www.snow.edu](http://www.snow.edu)

**SOUTHERN UTAH UNIVERSITY**

Derek Snow  
College of Business  
351 West Center Street  
Cedar City, Utah 84720  
(435) 865-8351  
[snow@suu.edu](mailto:snow@suu.edu)

**WESTMINSTER COLLEGE**

Dr. Charles Ehin  
College of Business  
1840 South 1300 East  
Salt Lake City, Utah 84105  
(801) 484-7651  
FAX(801) 484-3767  
[www.wcslc.edu](http://www.wcslc.edu)

**UNIVERSITY OF UTAH**

Lee Martinez, Managing Director  
Global Business Programs/CIBER  
David Eccles School of Business  
1654 E. Campus Center Dr., Room 405  
Salt Lake City, Utah 84112  
(801) 585-3360  
FAX: (801) 581-3666  
[www.utah.edu](http://www.utah.edu)

**UTAH STATE UNIVERSITY**

Ross Robson  
College of Business  
Logan, Utah 84322-3520  
(435) 797-2279  
FAX (435) 797-3440  
[www.usu.edu](http://www.usu.edu)

**UTAH VALLEY STATE  
COLLEGE**

Dr. Ian Wilson  
Dr. Malin Jackson  
Center for International Studies  
800 West 1200 South  
Orem, Utah 84058  
(801) 222-8000, ext. 8239  
FAX: (801) 764-7314  
[www.uvsc.edu](http://www.uvsc.edu)

**WEBER STATE UNIVERSITY**

Bruce Davis  
Small Business Development  
Center  
Mail Code 3806  
Weber State University  
Ogden, Utah 84408  
(801) 626-6070  
FAX (801) 626-7423  
[www.weber.edu](http://www.weber.edu)

## **CENTER FOR INTERNATIONAL BUSINESS EDUCATION**

The Brigham Young University/University of Utah Center for International Business Education was established on October 1, 1990. The major objectives of the Center are to develop interdisciplinary international programs for university students, conduct research projects that will help U.S. firms become more competitive in the international environment, and promote export development activities that will strengthen the business community. As a part of developing international business programs for university students, both universities have upgraded their library resources to include more international reference materials and data bases which will be helpful to the business community. Seminars are held at both universities for students, faculty, and the business community to discuss key international competitiveness issues. Also, the Center works with the World Trade Association of Utah and the District Export Council to strengthen the local WTAs and hold export development seminars.

Anyone interested in the Center or its activities can contact Kristie Seawright at Brigham Young University (378-4563) or Lee Martinez at the University of Utah (585-3360).

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## **CARNET INFORMATION**

A Carnet (Kar-nay) is a customs document issued by the United States Council for International Business which enables a person to carry or send various goods temporarily into a foreign country without paying duties or posting bonds. This saves time going through customs at international borders and airports. Carnets are particularly useful for engineers, technicians, salesmen, film makers, and musicians or anyone else who takes equipment or samples temporarily into foreign countries.

There are nearly 50 ATA Carnet countries, including Canada, Europe (many in Eastern Europe), Japan, several nations in the Pacific Rim, and parts of Africa.

Most information and application forms can be obtained from:

U.S. COUNCIL FOR  
INTERNATIONAL BUSINESS  
425 California Street #700  
San Francisco, CA 94104  
(800) 255-4994  
FAX (415) 391-2716  
[www.uscib.org](http://www.uscib.org)

CARNET HEADQUARTERS  
U. S. Council for International Business-  
1212 Avenue of the Americas  
New York, New York 10036  
1-(800) 5.DUTYFREE  
(212) 354-4480  
FAX (212) 944-0012  
Carnet Application Hotline  
(800) 538-9373  
[atacarnet@uscib.org](mailto:atacarnet@uscib.org)

## EXPORT FORMS

In many cases special forms are required when exporting to particular countries. In most cases, export declaration forms are needed. When exporting to Canada or Mexico, NAFTA Certificates of Origin may be required. Also, many countries require a general Certificate of Origin.

### **WHEELWRIGHT PRESS**

1836 Sunnyside Avenue  
Salt Lake City, Utah 84108  
(801) 359-7608  
FAX (801) 581-1442  
Shippers Export Declaration  
(7572-V) Forms  
Canadian Custom Invoices

### **PUEBLO BOOKSTORE**

World Savings Building  
720 North Main Street  
Pueblo, Colorado 81003  
(719) 544-3142

### **UNZ & CO.**

190 Baldwin Avenue  
Jersey City, NJ 07306  
(800) 631-3098  
Wide variety of export forms  
[www.unzexport.com](http://www.unzexport.com)

NAFTA Certificate of Origin

### **EXPORT FORMS INC**

(800) 251-4083  
FAX (800) 472-8806  
[www.exportforms.com](http://www.exportforms.com)

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## EXPORT LICENSING AND EXPORT LICENSE APPLICATIONS

Exporting some products may require that you obtain an export license from the U.S. Government. Determining if you need an export license, export license assistance, and license forms may be obtained from the following government agencies:

### **U.S. DEPARTMENT OF COMMERCE**

Salt Lake Export Assistance Center  
324 South State Street, #221  
Salt Lake City, Utah 84111  
(801) 524-5116  
FAX (801) 524-5886

-General export license assistance and small quantities of export license forms.

[www.usatrade.gov](http://www.usatrade.gov)

**BUREAU OF INDUSTRY & SECURITY (BIS)**

Western Regional Office

3300 Irvine Avenue, Suite 345

Newport Beach, California 92660-3198

(949) 660-0144

-Detailed export license assistance and export license determinations

[www.bis.doc.gov](http://www.bis.doc.gov)

**EXPORTER OUTREACH STAFF**

EA Forms Request

U.S. Department of Commerce

Room H1600

P.O. Box 273

Washington, DC 20044

FAX (202) 219-9179

-Export license forms in quantities. All orders must specify the form number, name, and quantity desired, for example, "ITA622P 'Export Licensing Application' 50" or "ITA-629P 'Statement by Ultimate Consignee and Purchaser' 50".

**THE ADVOCACY CENTER**

(202) 482-3508

[www.ita.doc.gov/td/advocacy/](http://www.ita.doc.gov/td/advocacy/)

-ensures that US products and services have the best possible chance internationally.

**OFFICE OF DEFENSE TRADE CONTROL**

U.S. Department of State

Room 228, SA-6

Washington, DC 20522-0602

(703) 875-6644

-Defense related products, military sales, rocket or missile related goods, guns and ammunition. License forms for these products must be obtained from the Department of State.

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**INTERNATIONAL COMMERCIAL HOLIDAYS**

Countries of the world have their own holidays that differ from holidays in the United States. If you plan to be in a country to conduct business on certain days, it may be worthwhile to check to make sure such days are not business holidays. National holidays are listed in the Business Travel section of each Country Commercial Guide, found on the Internet at: <http://tradeinfo.doc.gov/countryinfo/businessholidays>. Information on holidays can also be obtained by calling the Salt Lake Export Assistance Center at (801) 524-5116.

## INTERNATIONAL TELEPHONE CODES

When calling a foreign country from the United States for either voice or fax transmissions, except Canada or the Caribbean where the area code is used as dialing within the United States, it is necessary, to use a country code and city code. The numbers provided on foreign letterhead generally are local numbers, sometimes including the city code, but usually do not include the country codes. To dial a foreign country from the United States, dial 011 + Country code + City code + local number. Some Country and City codes are indicated below (\* indicates city code not required).

COUNTRY	CODES	CITY CODES
Albania	355	Durres 52, Tirana 42
Algeria	213	Adrar 7, Bajaia 5
American Samoa	684	*
Andorra	33	All Points 628
Argentina	54	Buenos Aires 11, Cordoba 51, La Plata 21, Rosario 41
Armenia	374	*
Aruba	297	All Points 8
Ascension Island	247	*
Australia	61	Adelaide 8, Canberra 6, Melbourne 3, Brisbane 7 Sydney 2
Austria	43	Graz 316, Innsbruck 512, Vienna 1 or 222
Bahrain	973	*
Bangladesh	880	Barisal 431, Chittagong 31, Dhaka 2, Khulna 41
Belgium	32	Antwerp 3, Brussels 2, Ghent 91, Liege 41
Belize	501	Belize City 2, Corozal Town 4, Punta Gorda 7
Benin	229	*
Bolivia	591	Cochabamba 42, La Paz 2, Santa Cruz 33
Bosnia and Herzegovina	387	Sarajevo 71
Brazil	55	Belo Horizonte 31, Brasilia 61, Rio de Janeiro 21, Sao Paulo 11
Brunei	673	Bandar Seri Begawan 2, Kuala Belait 3, Tutong 4
Bulgaria	359	Plovdiv 32, Rouse(Ruse) 82, Sofia 2, Varna 52
Cameroon	237	*
Chile	56	Concepcion 41, Santiago 2, Valparaiso 32
China	86	Beijing 1, Fuzhou 591, Ghuangzhou 20, Shanghai 21
People's Rep. of		
Colombia	57	Barranquilla 5, Bogota 1, Cali 23, Cartagena 5, Medellin 4
Costa Rica	506	*
Croatia	385	Zagreb 41
Cyprus	357	Limassol 51, Nicosia 2, Paphos 61

Czech Republic	420	Bratislava 7, Brno 5, Havirov 6994, Ostrava 69, Prague 2
Denmark	45	*
Ecuador	593	Ambato 2, Cuenca 7, Guayaquil 4, Quito 2
Egypt	20	Alexandria 3, Aswan 97, Asyut 88, Benha 13, Cairo 2
El Salvador	503	*
Estonia	372	Tartu 7
Ethiopia	251	Addis Ababa 1, Akaki 1, Asmara 4, Assab 3,
Faeroe Islands	298	*
Fiji Islands	679	*
Finland	358	Helsinki 0, Tampere 31, Turku 21
France	33	Lyon 7, Marseille 91, Nice 93, Paris 1
French Antilles	596	*
French Guiana	594	*
French Polynesia	689	*
Gabon Rep.	241	*
Gambia	220	*
Georgia	7	*
Germany	49	Berlin 30, Bonn 228, Dresden 351, Frankfurt 69 Hamburg 40, Leipzig 341, Munich 89
Gibraltar	350	*
Greece	30	Athens 1, Iraklion(Kritis) 81, Larissa 41, Piraeus Pireefs 1,
Greenland	299	Godthab 2, Sondre Stromfjord 11, Thule 50
Guadeloupe	590	*
Guam	671	*
Guantanamo Bay	5399	* (U.S. Naval Base)
Guatemala	502	Guatemala City 2, All others 9
Guyana	592	Bartica 5, Georgetown 2, New Amsterdam 3
Haiti	509	Cap-Haitien 3, Cayes 5, Port au Prince
Honduras	504	*
Hong Kong	852	*
Hungary	36	Budapest 1, Derbrecen 52, Gyor 96, Miskolc 46
Iceland	354	Akureyri 6, Keflavik 2, Reykjavik 1
India	91	Bombay 22, Calcutta 33, Madras 44, New Delhi 11
Indonesia	62	Jakarta 21, Medan 61, Semarang 24
Iran	98	Tabriz 41, Tehran 21
Iraq	964	Baghdad 1
Ireland, Rep. of	353	Cork 21, Dublin 1, Galway 91, Limerick 61
Israel	972	Haifa 4, Jerusalem 2, Tel Aviv 3
Italy	39	Florence 55, Genoa 10, Milan 2, Naples 81, Rome 6, Venice 41
Ivory Coast	225	*



Japan	81	Hiroshima 82, Kobe 78, Kyoto 75, Osaka 6, Sapporo 11, Tokyo 3, Yokohama 45
Jordan	962	Amman 6, Ma'an 3
Kenya	254	Kisumu 35, Mombasa 11, Nairobi 2, Nakuru 37
Korea, Rep. of	82	Incheon 32, Pusan 51, Seoul 2
Kuwait	965	*
Latvia	371	Jelgava 30
Lesotho	266	*
Liberia	231	*
Libya	218	Benghazi 61, Misuratha 51, Tripoli 2133
Liechtenstein	41	All Points 75
Lithuania	370	Kaunas 7
Luxembourg	352	*
Macao	853	*
Malawi	265	Domasi 531, Makwasa 474, Zomba 50
Malaysia	60	Kajang 3, Kuala Lumpur 3
Maldives	960	*
Malta	356	*
Mauritius	230	*
Marshall Islands	692	Ebeye 871, Majuro 9
Mexico	52	Alcapulco 748, Cancun 988, Guadalajara 36, Hermosillo 621, Mexico City 5, Monterrey 83, Tijuana 66, Veracruz 29
Monaco	33	All Points 93
Morocco	212	Casablanca 2, El Jadida 34, Tanger 99
Namibia	264	Grootfontein 673, Keetmanshoop 631,
Netherlands	31	Amsterdam 20, Rotterdam 10, The Hague 70
Netherlands Antilles	599	Bonaire 7, Curacao 9, St. Maarten 5
New Caledonia	687	Saba 46
New Zealand	64	*
Nicaragua	505	Auckland 9, Christchurch 3, Dunedin 24, Hamilton 71, Wellington 4
Nigeria	234	Leon 311, Managua 2
Norway	47	Lagos 1
Oman	968	Bergen 5, Oslo 22, Stavanger 4, Trondheim 7
Pakistan	92	*
Panama	507	Islamabad 51, Karachi 21, Lahore 42
Papua New Guinea	675	*
Paraguay	595	*
Peru	51	Asuncion 21, Concepcion 31
Philippines	63	Arequipa 54, Callao 14, Lima 14, Trujillo 44
Poland	48	Cebu 32, Davao 35, Manila 2, Subic Bay 47
Portugal	351	Crakow 12, Gdansk 58, Warsaw 22
Qatar	974	Coimbra 39, Lisbon 1, Porto 2, Setubal 65
		*

Romania	40	Arad 57, Bucharest 0, Constanta 16
Russia	7	Moscow 095
Saudi Arabia	966	Jeddah 2, Makkah(Mecca) 2, Riyadh 1, Dhahran 3
Senegal .	221	*
Singapore	65	*
Slovakia	421	Bratislava 7, Kosice 95
Slovenia	386	Maribor 62
South Africa	27	Cape Town 21, Durban 31, Johannesburg 11, Pretoria 12
Spain	34	Barcelona 3, Las Palmas 28, Madrid 91, Seville 54, Valencia 6
Sri Lanka	94	Colombo Central 1, Kandy 8, Kotte 1
St. Pierre & Miquelon	508	*
Suriname	597	*
Swaziland	268	*
Sweden	46	Goteborg 31, Malmo 40, Stockholm 8,
Switzerland	41	Basel 61, Berne 31, Geneva 22, Zurich 1
Taiwan, Rep. Of China	886	Kaohsiung 7, Tainan 6, Taipei 2
Tanzania	255	Dar Es Salaam 51, Dodoma 61, Mwanza 68,
Thailand	66	Bangkok 2, Burirum 44, Chanthaburi 39
Togo	228	*
Tunisia	216	Bizerte 2, Kairouan 7, Tunis 1
Turkey	90	Adana 711, Ankara 312, Istanbul 216, Izmir 232
Uganda	256	Entebbe 42, Jinja 43, Kampala 41, Kyambogo 41
Ukraine	7	Kiev 44
United Arab Emirates	971	Abu Dhabi 2, Ajman 6, Al Ain 3, Dubai 4
United Kingdom	44	Belfast 1232, Birmingham 121, Glasgow 141 Cardiff 1222, Edinburgh 131, Liverpool 151 London 171 (inner) 181 (outer)
Uruguay	598	Canelones 332, Mercedes 532, Montevideo 2
Vatican City	39	All Points 6
Venezuela	58	Valencia 41, Caracas 2, Maracaibo 61
Yemen	967	Amran 2, Sana'a 1, Taiz 4, Yarim 4, Zabid 3
Yugoslavia	381	Belgrade 11, Sarajevo 71, Zagreb 41
Zaire, Rep. of	243	Kinshasa 12, Lubumbashi 222
Zambia	260	Chingola 2, Kitwe 2, Luanshya 2, Lusaka 1,
Zimbabwe	263	Bulawayo 9, Harare 4, Mutare 20

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## INTERNATIONAL TIME ZONES

(based on STANDARD TIME)

Honolulu, Hawaii	9:00 AM	Mon	-3 hrs
Los Angeles	11:00 AM	Mon	-1 hr
Salt Lake City	12:00 NOON	Mon	
Chicago; Mexico City	1:00 PM	Mon	+1 hr
New York	2:00 PM	Mon	+2 hrs
Santiago, Caracas,	3:00 PM	Mon	+3 hrs
Sao Paulo, Buenos Aires,	4:00 PM	Mon	+4 hrs
London, Lisbon, Dakar	7:00 PM	Mon	+7 hrs
Paris, Rome. Berlin	8:00 PM	Mon	+8 hrs
Oslo, Barcelona			
Tel Aviv, Athens, Bucharest	9:00 PM	Mon	+9 hrs
Johannesburg, Moscow			
Riyadh, Baghdad	10:00 PM	Mon	+10 hrs
Teheran,	10:30 PM	Mon	+10.5 hrs
India	12:30 AM	Tue	+12.5 hrs
Rangoon	1:30 AM	Tue	+13.5 hrs
Bangkok	2:00 AM	Tue	+14 hrs
Singapore; Jakarta,	2:30 AM	Tue	+14.5 hrs
Hong Kong; Taipei	3:00 AM	Tue	+15 hrs
Manila, Shanghai			
Tokyo,	4:00 AM	Tue	+16 hrs
Melbourne, Sydney,	5:00 AM	Tue	+17 hrs
New Zealand	7:00 AM	Tue	+19 hrs

## **APPENDIX A**

### **U.S. AND FOREIGN COMMERCIAL SERVICE OVERSEAS POSTS**

The United States Department of Commerce, International Trade Administration, maintains commercial officers in most U.S. Embassy and Consulate offices throughout the world. The commercial officers are available to consult with U.S. business people regarding business climate and businesses located in the country of concern, to locate contacts in such countries, and to arrange meetings with contacts for U.S. business people when they visit such country. The following is a list of commercial offices in various countries. Please feel free to contact these offices for help when preparing to visit a country or when in the country.

COUNTRY	ADDRESS	PHONE FAX
ALGERIA	Algiers	011 213 2 69 23 17
Embassy	Commercial Officer US Dept of State (Algiers) Washington, DC 20521-6030	011 213 2 69 18 63
ARGENTINA	Buenos Aires	011 54 11 5 777 4670
Embassy	Commercial Officer Unit 4326 APO AA 34034	011 54 11 5 777 4204
ARMENIA	Yerevan	011 37 42 151 551
Embassy	US Commercial Officer US Department of State (Yerevan) Washington, DC 20521-7020	011 37 42 151 550
AUSTRALIA	Sydney	011 61 2 9373 9202
Consulate	Commercial Officer Unit 11024, PSC 280 APO AP 96554-0002	011 61 2 9221 0573
	Melbourne	011 61 3 9526 5925
Consulate	Commercial Officer Unit 11011 APO AP 96551-0002	011 61 3 9510 4660

Consulate	Perth	011 61 8 9231 9410
	Commercial Officer	011 61 8 9231 9410
	APO AP 96530	
AUSTRIA	Vienna	011 43 1 313 39 2296
	Commercial Officer	011 43 1 310 6917
Embassy	US Dept of State (Vienna)	
	Washington, DC 20521-9900	
AZERBAIJAN		
Embassy	Baku	011 99 412 98 0335
	Commercial Officer	011 99 412 98 6117
	US Department of State	
	Washington, DC 20521-7050	
BELARUS	Minsk	011 375 171 101 313
	Commercial Officer	011 375 172 347 853
Embassy	PSC 7, Box B Minsk	
	APO AE 0723	
BELGIUM	Brussels	011 32 2 508 2425
	Commercial Officer	011 32 2 512 3644
Embassy	PSC 82, Box 002	
	APO AE 09710	
EUROPEAN UNION	Brussels	011 32 2 508 2746
	Commercial Officer	011 32 2 513 1229
Liaison Office	PSC 82, Box 002	
	APO AE 09724	
BARBADOS	Bridgetown	011 246 436 4950
	Commercial Officer	011 246 228 6084
Embassy	CMR 1014	
	FPO AA 34055	
BRAZIL	Brasilia	011 55 61 971 1770
	Commercial Officer	011 55 61 225 3981
Embassy	Unit 3500	
	APO AA 34030	
	Rio De Janeiro	011 55 21 292 7117
Consulate	Commercial Officer	011 55 21 240 9738
	Unit 3501	
	APO AA 34030	

Consulate	Sao Paulo	011 55 11 3897 4000
	Commercial Officer	011 55 11 3852 4411
	Unit 3502	
	APO AA 34030	
Consulate	Belo Horizonte	011 55 31 213 1571
	Commercial Officer	011 55 31 213 1575
	Unit 3505	
	APO AA 34030-3505	
BULGARIA	Sofia	011 359 2 963 4062
	Commercial Officer	011 359 2 980 6850
	Unit 1335	
	APO AE 09213-1335	
Embassy		
CANADA	Ottawa	1 613 688 5216
	Commercial Officer	1 613 238 5999
	P.O. Box 5000	
	Ogdensburg, N.Y. 13669	
Embassy		
Consulate	Calgary	1 403 265 2116
	Commercial Officer	1 403 264 6630
	c/o AmEmbassy Ottawa	
	P.O. Box 5000	
Consulate	Ogdensburg, N.Y. 13669	
Consulate	Halifax	1 902 29 2482/2992
	Commercial Officer	1 902 429 7690
	c/o AmEmbassy Ottawa	
	P.O. Box 5000	
Consulate	Ogdensburg, N.Y. 13669	
Consulate	Montreal	1 514 398 0673
	Commercial Officer	1 514 398 0711
	P.O. Box 847	
	Champlain, N.Y. 12919-0847	
Consulate	Quebec City	1 418 692 2087
	Commercial Officer	1 418 692 4640
	US Department of State	
	Washington, DC 20521-5480	
Consulate	Toronto	1 416 595 5412/221
	Commercial Officer	1 416 595 5419
	P.O. Box 135	
	Lewiston, N.Y. 14092-0135	

	Vancouver	1 604 685 3382
	Commercial Officer	1 604 687 6095
Consulate	P.O. Box 5002	
	Point Roberts, WA 98281-5002	
CHILE	Santiago	011 56 2 330 3316
	Commercial Officer	011 56 2 330 3172
Embassy	Unit 4111	
	APO AA 34033	
CHINA	Beijing	011 86 10 8529 6655
	Commercial Officer	011 86 10 6558 6559
Embassy	PSC 461, Box 50	
	FPO AP 96521-0002	
	Guangzhou	011 86 20 8667 4011
	Commercial Officer	011 86 20 8666 6409
Consulate	PSC 461 Box 100	
	FPO AP 96521-0002	
	Hong Kong	011 852 2521 1467
	Commercial Officer	011 852 2845 9800
Consulate	PSC 464 Box 30	
	FPO AP 96522-0002	
	Shanghai	011 86 21 6279 7640
	Commercial Officer	011 86 21 6279 7639
Consulate	PSC 461 Box 200	
	FPO AP 96521-0002	
	Chengdu	011 86 28 558 9642
	Commercial Officer	011 86 28 558 9221
Consulate	PSC 461 Box 85	
	FPO AP 96521-0002	
	Shenyang	011 86 24 322 1198
	Commercial Officer	011 86 24 322 2206
Consulate	PSC 461 Box 45	
	FPO AP 96521-0002	
COLOMBIA	Bogota	011 57 1 315 2298
	Commercial Officer	011 57 1 315 2171
Embassy	Unit 5120	
	APO AA 34038	

COSTA RICA	San Jose	011 506 220 2454
Embassy	Commercial Officer APO AA 34020	011 506 231 4783
COTE D'IVOIRE	Abidjan	011 225 22 41 12 50
Embassy	Commercial Officer US Dept of State (Abidjan) Washington, DC 20521-2010	011 225 22 41 12 60
CROATIA	Zagreb	011 385 1 461 0777
Embassy	Commercial Officer Unit 345 APO AE 09213-1345	011 385 1 455 3126
CZECH REPUBLIC	Prague	011 420 2 5753 1162
Embassy	Commercial Officer AmEmbassy Prague Dept. of State Washington, DC 20521-5630	011 422 2 5753 1165
DENMARK	Copenhagen	011 45 31 42 31 44
Embassy	Commercial Officer PSC 73 APO AE 09176	011 45 31 42 01 75
DOMINICAN REPUBLIC	Santo Domingo	1 809 227 2121
Embassy	Commercial Officer Unit 5515 APO AA 34041-0008	1 809 540 0181
ECUADOR	Quito	011 593 2 561 404
Embassy	Commercial Officer Unit 5334 APO AA 34039-3420	011 593 2 504 550
	Guayaquil	011 593 4 530 908
Consulate	Commercial Officer Unit 5350 APO AA 34039	011 593 4 324 558
EGYPT	Cairo	011 20 2 797 2340
Embassy	Commercial Officer Unit 64900 APO AE 09839-4900	011 20 2 795 8368



	Alexandria	011 20 3 482 5607
	Commercial Officer	011 20 3 486 9199
Embassy	Unit 64904	
	APO AE 09839-4904	
FINLAND	Helsinki	011 358 9 171 931
	Commercial Officer	011 358 9 635 332
Embassy	APO AE 09723	
FRANCE	Paris	011 33 1 43 12 23 70
	Commercial Officer	011 33 1 42 66 21 72
Embassy	PSC 116 CSB-101	
	APO AE 09777	
U.S. Mission to OECD	Paris	011 33 1 45 24 74 37
	Commercial Officer	011 33 1 45 24 74 10
	PSC 116 (USOECD)	
	APO AE 09777	
	Lyon	011 33 4 72 40 59 20
	Commercial Officer	011 33 4 78 39 14 09
Consulate	PSC 116	
	APO AE 09777	
	Marseille	011 33 491 54 96 23
	Commercial Officer	011 33 491 55 09 47
Consulate	PSC 116	
	APO AE 09777	
	Strasbourg	011 33 3 88 35 31 04
	Commercial Officer	011 33 3 88 24 06 95
Consulate	PSC 116	
	APO AE 09777	
Embassy	Toulouse	011 33 5 3441 3653
	Commercial Officer	011 33 5 3441 1619
	PSC 116, B6	
	APO AE 09777	
GERMANY	Berlin	011 49 30 8305 2740
	Commercial Officer	011 49 30 2045 4466
Embassy	PSC 120, Box 1000	
(Branch Office)	APO AE 09265	

	Dusseldorf	011 49 211 737 767 0
	Commercial Officer	011 49 211 737 767 67
Consulate	Unit 22115	
	APO AE 09103	
	Frankfurt	011 49 69 956 2040
	Commercial Officer	011 49 69 561 1114
Consulate	PSC 115	
	APO AE 09213-0115	
	Hamburg	011 49 40 4117 1223
	Commercial Officer	011 49 40 410 6598
Consulate	U.S. Dept. of State (Hamburg)	
	Washington, DC 20521-5180	
	Munich	011 49 89 2888 754
	Commercial Officer	011 49 89 285 261
Consulate	Unit 24520	
	APO AE 09053-4520	
	Leipzig	011 49 341 213 8421
	Commercial Officer	011 49 341 213 8441
Embassy	PSC 120 Box 1000	
	APO AE 09265	
GHANA	Accra	011 233 21 229 829
	Commercial Officer	011 233 21 776 008
Embassy	US Department of State	
	Washington, DC 20521-2020	
GREECE	Athens	011 30 1 720 2303
	Commercial Officer	011 30 1 721 86282
Embassy	PSC 108, Box 30	
	APO AE 09482	
	Thessaloniki	011 30 31 242 905
	Commercial Officer	011 30 31 242 924
Embassy	PSC 108 Box 37	
	APO AE 09842	
GUATEMALA	Guatemala	011 502 3 311 541
	Commercial Officer	011 502 3 317 373
Embassy	APO AA 34024	

HAITI	Port au Prince	011 509 223 5511
	Commercial Officer	011 509 23 5515
Embassy	US Department of State Washington, DC 20521-3400	
HONDURAS	Tegucigalpa	011 504 236 9230
	Commercial Officer	011 504 238 2888
Embassy	APO AA 34022	
HUNGARY	Budapest	011 36 1 475 4236
	Commercial Officer	011 36 1 475 4676
Embassy	US Dept. of State (Budapest) 5270 Budapest Lane Washington, DC 20521-5270	
INDIA	New Delhi	011 91 11 331 6841-49
	Commercial Officer	011 91 11 331 5172
Embassy	Dept of State (New Delhi) Washington, DC 20521-9000	
	Bangalore	011 91 80 5581 452
	Commercial Officer	011 91 80 558 3630
Commercial Office	W-202, II Fl., West Wing "Sunrise Chambers" 22 Ulsoor Road, 2nd Fl Bangalore 560042	
	Calcutta	011 91 33 288 1200/6
	Commercial Officer	011 91 33 288 1207
Consulate	US Dept of State (Calcutta) Washington, DC 20521-6250	
	Chennai	011 91 44 811 2034
	Commercial Officer	011 91 44 811 2035
Consulate	US Dept of State (Chennai) Washington, DC 20521-6260	
	Mumbai	011 91 22 262 3851
	Commercial Officer	011 91 22 262 3850
Consulate	US Dept of State (Mumbai) Washington, DC 20521-6260	
	Pune	011 91 20 601 251
	Commercial Officer	011 91 20 601 248
Consulate	US Dept. of State (Pune) Washington, DC 20521-6250	

	Ahmedabad	011 9 179 656 5210
	Commercial Officer	011 9 179 656 0763
Embassy	US Dept. of State (Ahmedabad)	
	Washington, DC 20521-6250	
INDONESIA	Jakarta	011 62 21 344 2211
	Commercial Officer	011 62 21 526 2855
Embassy	Box 1, Unit 8129	
	APO AP 96520	
	Surabaya	011 62 31 566 3306
Consulate	Commercial Officer	011 62 31 567 7748
	Box 1, Unit 8131	
	APO AP 96520-0002	
IRAQ	Baghdad	011 964 1 719 6138
	Commercial Officer	011 964 1 718 9297
Embassy	U.S. Dept. of State (Baghdad)	
	Washington, DC 20521-6060	
IRELAND	Dublin	011 353 1 667 4752
	Commercial Officer	011 353 1 667 4754
Embassy	US Dept of State (Dublin)	
	Washington, DC 20521-5290	
ISRAEL	Tel Aviv	011 972 3 519 7327
	Commercial Officer	011 972 3 510 7215
Embassy	PSC 98 Box 21	
	APO AE 09830	
	Jerusalem	
	Commercial Officer	011 972 2 625 5201
Embassy	PSC 98, Box 21	011 972 2 623 5132
	APO AE 09830	
ITALY	Rome	011 39 06 4674 2382
	Commercial Officer	011 39 06 4674 2113
Embassy	PSC 59, Box 30	
	APO AE 09624	
	Florence	011 39 055 211 676
	Commercial Officer	011 39 055 283 780
Consulate	PSC 59, Box F	
	APO AE 09624	

Commercial Office	Genoa Commercial Officer PSC 59, Box G APO AE 09624	011 39 010 543 877 011 39 010 576 1678
Consulate	Milan Commercial Officer PSC 59, Box M APO AE 09624	011 39 02 659 2260 011 39 02 659 6561
Consulate	Naples Commercial Officer Box 18, PSC 810 FPO AE 09619-0002	011 39 081 761 1592 011 39 081 761 1869
JAMAICA Embassy	Kingston Commercial Officer U.S. Dept. of State (Kingston) Washington, DC 20521-3210	1 876 929 4859 1 876 929 6743
JAPAN Embassy	Tokyo Commercial Officer Unit 45004, Box 204 APO AP 96337-5004	011 81 3 3224 5060 011 81 3 3589 4235
U.S. Trade Center	Tokyo Commercial Officer Unit 45004, Box 229 APO AP 96337-5004	011 81 3 3987 2441 011 81 3 3987 2447
Consulate	Fukuoka Commercial Officer Unit 45004, Box 242 APO AP 96337-0001	011 81 92 751 9331 011 81 92 713 3772
Consulate	Nagoya Commercial Officer APO AP 96337-0001	011 81 52 203 4277 011 81 52 201 4612
Consulate	Osaka-Kobe Commercial Officer Unit 45004, Box 239 APO AP 96337-5004	011 81 6 315 5957 011 81 6 361 5963

	Sapporo	011 81 11 641 1115
	Commercial Officer	011 81 11 643 1283
Consulate	Unit 45004, Box 276	
	APO AP 96337-0003	
JORDAN	Amman	011 962 6 592 0101
	Commercial Officer	011 962 6 592 7653
Embassy	Unit 70200 Box 15	
	APO AE 09892	
KAZAKHSTAN	Almaty	011 7 3272 58 79 20
	Commercial Officer	011 7 3272 58 79 22
Embassy	US Dept of State (Almaty)	
	Washington, DC 20521-7030	
KENYA	Nairobi	011 254 2 537 800
	Commercial Officer	011 254 2 537 846
Embassy	Unit 64100, Box 51	
	APO AE 09831-4100	
KOREA	Seoul	011 82 2 397 4535
	Commercial Officer	011 82 2 739 1628
Embassy	Unit 15550	
	APO AP 96205-0001	
KUWAIT	Kuwait City	011 965 539 6362
	Commercial Officer	011 965 538 0281
Embassy	Unit 6900 Box 10	
	APO AE 09880-9000	
LEBANON	Beirut	011 961 4 406 742
	Commercial Officer	011 961 4 544 794
Embassy	PSC 815 Box 2	
	FPO AE 09836	
MALAYSIA	Kuala Lumpur	011 60 3 248 9011
	Commercial Officer	011 60 3 242 1866
Embassy	APO AP 96535-5000	
MEXICO	Mexico City	011 52 5 140 2600
	Commercial Officer	011 52 5 566 1115
U.S. Trade Center	P. O. Box 3087	
	Laredo, Texas 78044-3087	

	Guadalajara	011 52 3 615 1140
	Commercial Officer	011 52 3 615 7665
Consulate	P.O. Box 3088	
	Laredo, Texas 78044-3088	
	Monterrey	011 52 8 344 2120
	Commercial Officer	011 52 8 342 5172
Consulate	P.O. Box 3098	
	Laredo, Texas 78044-3098	
	Tijuana	011 52 66 86 2736
	Commercial Officer	011 52 66 81 8910
Consulate	P.O. Box 439039	
	San Diego, CA 92143-9039	
MOROCCO	Casablanca	011 212 2 226 4550
	Commercial Officer	011 212 2 222 0259
Consulate	PSC 74, Box 24	
	APO AE 09718 (CAS)	
	Rabat	011 212 7 76 22 65
	Commercial Officer	011 212 7 76 56 61
Embassy	PSC 74, Box 003	
	APO AE 09718	
NETHERLANDS	The Hague	011 31 70 310 9417
	Commercial Officer	011 31 70 363 2985
Embassy	PSC 71 Box 1000	
	APO AE 09715	
	Amsterdam	011 31 20 5755 351
	Commercial Officer	011 31 20 5755 350
Consulate	PSC 71, Box 1000	
	APO AE 09715	
NEW ZEALAND	Auckland	011 64 9 309 8079
	Commercial Officer	011 64 9 366 3156
Consulate	PSC 467, Box 99	
	FPO AP 96531-1099	
	Wellington	011 64 4 472 2068
	Commercial Officer	011 64 4 473 0770
Embassy	PSC 467 Box 1	
	FPO AP 96531-1001	

NIGERIA	Lagos	011 234 1 261 0078
	Commercial Officer	011 234 1 261 9856
Embassy	US Dept of State (Lagos)	
	Washington, DC 20521-8300	
NORWAY	Oslo	011 47 21 3087 60
	Commercial Officer	011 47 22 55 88 03
Embassy	PSC 69 Box 1000	
	APO AE 09707	
PAKISTAN	Islamabad	011 92 51 823 699
	Commercial Officer	011 92 51 823 981
Embassy	Unit 62200, Box 51	
	APO AE 09812-2200	
	Karachi	011 92 21 568 5170
	Commercial Officer	011 92 21 568 1749
Consulate	Unit 62400	
	APO AE 09814-2400	
	Lahore	011 92 42 636 5530
	Commercial Officer	011 92 42 636 5177
Consulate	Unit 62200, Box 51	
	APO AE 09812-2216	
PANAMA	Panama City	011 507 207 7000
	Commercial Officer	011 507 227 1713
Embassy	Unit 0945	
	APO AA 34002	
PERU	Lima	011 51 1 434 3040
	Commercial Officer	011 51 1 434 3041
Embassy	Unit 3780	
	APO AA 34031	
PHILIPPINES	Manila	011 63 2 888 4081
	Commercial Officer	011 63 2 888 6606
Embassy	FPO AP 96515	
ABD-PHILLIPINES	Manila	011 632 887 1345
	Commercial Officer	011 632 887 1164
Embassy	APO AP 96515-1000	



POLAND	Warsaw	011 48 22 625 4374
	Commercial Officer	011 48 22 621 6327
Embassy	The Commercial Service Department of State Washington, D.C. 20521-5010	
PORTUGAL	Lisbon	011 351 21 770 2526
	Commercial Officer	011 351 21 726 8914
Embassy	PSC 83, Box FCS APO AE 09726	
	Porto	011 351 22 618 6607
	Commercial Officer	011 351 22 618 6625
Embassy	PSC 83 Box FCS APO AE 09726	
ROMANIA	Bucharest	011 40 1 210 4042
	Commercial Officer	011 40 1 210 0690
Embassy	Department of State Washington, DC 20521-5260	
RUSSIA	Moscow	011 7 095 737 5030
	Commercial Officer	011 7 095 737 5033
Embassy	PSC (77) FCS APO AE 09721	
	St. Petersburg	011 8 812 326 2560
	Commercial Officer	011 8 812 326 2561
Consulate	PSC 78, Box L APO AE 09723	
	Vladivostok	011 8 423 230 0093
	Commercial Officer	011 8 423 230 0092
Consulate	Dept. of State Washington, DC 20521-5880	
	Yekaterinburg	011 7 343 256 4619
	Commercial Officer	011 7 343 256 4515
Consulate	US Dept. of State (Yekaterinburg) Washington DC 202521-5890	
SAUDI ARABIA	Riyadh	011 966 1 488 3800
	Commercial Officer	011 966 1 488 3237
Embassy	Unit 61307 APO AE 09803-1307	

	Dhahran	011 966 3 330 3200
	Commercial Officer	011 966 3 330 2190
Consulate	Unit 66803	
	APO AE 09858-6803	
	Jeddah	011 606 2484 3779
	Commercial Officer	011 606 2567 3809
Consulate	Unit 62112	
	APO AE 09811-2112	
SERBIA	Belgrade	011 38 11 645 655
	Commercial Officer	011 38 11 645 096
Embassy	Unit 1310	
	APO AE 09213-1310	
SINGAPORE	Singapore	011 65 476 9037
	Commercial Officer	011 65 476 9080
Embassy	PSC 470, FCS	
	FPO AP 96534-0001	
SLOVAK REPUBLIC	Bratislava	011 421 7 5296-1079
	Commercial Officer	011 421 7 5296-1085
Embassy	US Dept. of State	
	Washington, D.C. 20521-5840	
SOUTH AFRICA	Johannesburg	011 27 11 778 4800
	Commercial Officer	011 27 11 442 8798
Consulate	US Dept of State (Johannesburg)	
	Washington, DC 20521-2500	
	Cape Town	011 27 21 421 4280
	Commercial Officer	011 27 21 421 4269
Consulate	US Dept of State (Cape Town)	
	Washington, DC 20521-2480	
	Durban	011 27 31 403 4737
	Commercial Officer	011 27 31 301 0577
Consulate	US Dept. of State	
	Washington, D.C. 20521-2490	
SPAIN	Madrid	011 34 91 564 8976
	Commercial Officer	011 34 91 563 0859
Embassy	APO AE 09642	

	Barcelona	011 34 93 280 2227
	Commercial Officer	011 34 93 205 7705
Consulate	PSC 61, Box 0005	
	APO AE 09642-5000	
SWEDEN	Stockholm	011 46 8 783 5346
	Commercial Officer	011 46 8 660 9181
Embassy	US Dept of State (Stockholm)	
	Washington, DC 20521-5750	
SWITZERLAND	Bern	011 41 31 357 7345
	Commercial Officer	011 41 31 357 7336
Embassy	US Dept of State (Bern)	
	Washington, DC 20521-5110	
	Geneva	011 41 22 798 1662
	Commercial Officer	011 41 22 788 0010
World Trade Center	c/o US Mission	
	Route de Pregny 11	
	11292 Chambesy, Geneva	
TAIWAN	Taipei	011 886 2 2720 1550
	AIT Commercial Unit	011 886 2 2757 7162
	Dept. of State (Taipei)	
	Washington, DC 20521-4170	
	Kaohsiung	011 886 7 238 7744
	Commercial Officer	011 886 7 238 5237
American Institute	3rd Fl., #2 Chung Cheng	
	Third Road, Kaohsiung	
THAILAND	Bangkok	011 66 2 205 5090
	Commercial Officer	011 66 2 255 2915
Embassy	APO AP 96546	
TURKEY	Ankara	011 90 312 467 4506
	Commercial Officer	011 90 312 467 1366
Embassy	PSC 93 Box 5000	
	APO AE 09823	
	Istanbul	011 90 212 251 3602
	Commercial Officer	011 90 212 252 2417
Consulate	PSC 97 Box 0002	
	APO AE 09827-0002	

	Izmir	011 90 232 441 2446
	Commercial Officer	011 90 232 489 0267
Consulate	PSC 88 Box 5000	
	APO AE 09821	
TURKMENISTAN	Ashgabat	011 9 9312 35 00 35
	Commercial Officer	011 9 9312 51 13 05
Embassy	US Dept. of State (Ashgabat)	
	Washington, D.C. 20521-7070	
TRINIDAD & TOBAGO	Port of Spain	011 868 622 6371
	Commercial Officer	011 868 622 2444
Embassy	US Dept. of State (Port of Spain)	
	Washington, D.C. 20521-6250	
UKRAINE	Kiev	011 380 44 490 4000
	Commercial Officer	011 380 44 244 7350
Embassy	U S Dept of State (Kiev)	
	Washington, DC 20521-5850	
UNITED ARAB EMIRATES	Dubai	011 971 4 331 3584
	Commercial Officer	011 971 4 331 3121
	US Dept of State (Dubai)	
Consulate	Washington, DC 20521-6020	
	Abu Dhabi	011 971 2 627 3666
	Commercial Officer	011 971 2 627 1377
Embassy	US Dept of State (Abu Dhabi)	
	Washington, DC 20521-6010	
UNITED KINGDOM	London	011 44 20 7408 8019
	Commercial Officer	011 44 20 7408 8020
Embassy	PSC 801 Box 40	
	FPO AE 09498-4040	
	Belfast	011 44 28 90231100
	Commercial Officer	011 44 28 90231124
Embassy	PSC 801, Box 40	
	APO AE 09498-4040	
URUGUAY	Montevideo	011 5982 400 6328
	Commercial Officer	011 5982 408 8581
Embassy	APO AA 34035-4510	

UZBEKISTAN	Tashkent	011 998 71 120 6705
	Commercial Officer	011 998 71 120 6692
Embassy	US Dept of State (Tashkent)	
	Washington, DC 20521-7110	
 VENEZUELA	 Caracas	 011 58 212 975 9495
	Commercial Officer	011 58 212 975 9643
	Unit 4958	
Embassy	APO AA 34037	
 VIETNAM	 Hanoi	 011 84 4 824 2422
	Commercial Officer	011 84 4 824 2421
Embassy	PSC 461, Box 400	
	FPO AP 96521-0002	
 	 Ho Chi Minh City	 011 848 825 0490
	Commercial Officer	011 848 825 0491
Consulate	PSC 461 Box 500	
	FPO AP 96251-0002	

## **Appendix B**

### **LISTING OF INDUSTRY DESKS**

The United States Department of Commerce, maintains specialists on various commodities and industries in Washington, DC. These specialists can provide information on the competitive strength of the particular commodity or industry in the international market and information regarding exporting of the commodity to various countries. Dial (202) 482 and the four-digit extension of the industry in question.

<b>A</b>		<b>Ammunition</b>		<b>0348</b>
Accounting	0345	Analytical Instrument		2846
Adhesives/Sealants	0810	Apparel		4058
Advertising	4582	Apparel (Trade Promo)		5153
Aerospace Financing Issues	2232	Architectural Services		0345
Aerospace Industry Analysis	1233	Artificial Intelligence		0397
Aerospace Industry Data	3068	Audio Visual Services		4781
Aerospace Info & Analysis	3068	Auto Industry Affairs		0554
Aerospace Market Dev	6236	Auto Industry		0671
Aerospace Market Promo	6236	(Trade Promo)		
Aerospace Marketing Supp	2232	Auto Parts and Supplies		1418
Aerospace Office of	1229	Aviation Services		5071
Aerospace Space Programs	2232	Avionics Marketing		3786
Aerospace Trade Policy	1233			
Aerospace Trade Promo	6236	<b>B</b>		
Agricultural Chemicals	0811	Bakery Products		3346
Agricultural Machinery	4708	Ball Bearings		3489
Air Couriers	5071	Banking Services		5822
Air Gas Compressors	0552	Batteries, Storage		0607
Air Gas Compressors	0558	Beer		3346
(Trade Promo)		Belting & Hose		0128
Air Pollution Control Eqmt	0617	Beverages		3346
Aircraft & Aircraft Engines	3786	Bicycles		0348
(Market Support)		Biomass Energy Eqmt		0556
Aircraft Auxiliary Equipment	1237	Biotechnology		0130
Aircraft Parts	1237	Boats, Pleasure		0348
(Market Support)		Books		0379
Airlines	5071	Breakfast Cereal		3346
Airport Equipment	3786	Bridges (Major Proj)		5126
Airports (Major Proj)	5126	Broadcasting Eqmt		2953
Air Traffic Control Eqmt.	6283	Brooms & Brushes		1178
Air Transport Services	5071	Building Materials		0134
Alcoholic Beverages	3346	Business Eqmt, Trade Promo		4936
Aluminum	5157	Business Forms		0379

C

Cable TV Services	4781
CAD/CAM/CAE Software	0396
Canned Food Products	3346
Cellular Radio Telephone Equipment	5235
Cement	0134
Cement Plants (Major Project)	6168
Chemical Plants (Major Project)	6168
Chemicals & Allied Prod	0812
Chemical, Industrial	0812
Chemical, Organic Industrial	0812
Chinaware	0348
Civil Aircraft Agreement	1233
Civil Aviation Policy	5071
Coal Exports	1889
Commercial Printing	0379
Commercialization of Space (Market)	4222
Computer Consulting	0339
Computer & DP Services	0339
Computer Software,Graphics	2053
Computer Software Mfg	2053
Computer Systems Hardware	0573
Computers Large Scale	1987
Computer Networking	0568
Computer Online Tech	0397
Computers Personal/Portable	3013
Computer Trade Promo	4936
Computers Subsystems	0480
Confectionery Products	3346
Construction Mach., Heavy	0558
Construction Non-Residential	0132
Construction Services	0345
Consumer Goods, Durable	1176
Conveyors/Conveying Eqmt	4708
Copper	0681
Containers & Packaging	0132
Cosmetics (Export Promo)	3640
Countertrade Services	4471
Countertrade Services	4434
Cutlery	1178

D

Dairy Products	1346
Data Base Dev. Services	0339
Data Processing Services	0339
Dental Eqmt, Devices	3360
Dental Eqmt (Trade Promo)	2796
Desalination/ Water Reuse	0560
Desalination (Major Projects)	6168
Direct Marketing	4582
Disk Storage	0573
Distilled Spirits	3346
Distribution Services	4117
Dolls	5783
Drugs	0128

E

Education and Training Serv	1316
Electric Power Policy	4931
Elec/Power Gen Transmission & Dist Eqmt (Trade Promo)	0680
Electrical Power Plants (Major Proj)	0680
Electrical Test & Measuring	2795
Electricity	0680
Electro-Medical Apparatus	4431
ElectroOptical Instruments (Trade Promo)	2991
Electronic Components	0429
Electronic Components	0570
Electronics Consumer	3411
Electronics, Printed Circuit Boards	0429
Electronic Database Services	0339
Electronic Materials	1333
Elevators, Moving Stairways	4708
Employment Services	0345
Energy	1466
Energy Renewable	0556
Energy Renewable, Tech & Eqmt	0556
Energy Services	1135
Engr./Construction Services.	4642
Entertainment Service Industries	4781
Environmental Services	1135
Environment Technologies	5225

Equipment, Used	0681	Grocery Retailing	3346
Ex-Im Bank	3277		
Export Trading Companies	5131	H	
Environmental Technologies	5225	Hand Saws, Saw Blades	0312
Exports		Hand/Edge Tools Ex Mach	0312
		TI/Saws	
F		Handbags	4034
Factoring	0351	Hardware (Export Promo)	3640
Farm Machinery	4708	Hazardous Waste	0564
Fasteners (Industrial)	3489	Health Care Services	2697
Fats and Oils	3346	Helicopters	3786
Ferroalloys Products	5158	High Tech Trade, U.S.	3895
Fertilizers	0128	Competitiveness	
Fiber Optics	2006	Hoists, Overhead Cranes	4708
Filters/Purifying Eqmt	0343	Home Video Services	4781
Financial Services	3277	Hotel & Restaurant Eqmt	3640
Fisheries	2379	Household Appliances	1178
Flexible Manufacturing	0609	Household Appliances	0341
Systems		(Trade Promo)	
Flour	3346	Household Furniture	5783
Food Processing Machinery	3494	Housewares (Export Promo)	0341
Food Retailing	3346	Housing Construction	0134
Footwear	4034	Housing Finance	4002
Forest Products	0375	Housing Manufactured	0376
Fossil Fuels	1889	Hydropower Plants	0680
Franchising	4582	(Major Projects)	
Frozen Foods Products	3346		
Fruits	3346	I	
Fur Goods	4034	Industrial Drives/Gears	3489
Furniture	5783	Information Services	0339
		Infrastructure, Main Number	4642
G		Infrastructure, Water	0314
Games & Children's Vehicles	5783	Inorganic Chemicals	0812
Gases, Industrial	2390	Inorganic Pigments	0812
Gaskets/Gasketing Materials	3489	Insurance	0349
General Industrial Machine	0610	Intellectual Property Rights	4781
Generator Sets/Turbines,	0680	Services	
Major Projects		Industrial Robots	0609
Giftware Trade Promo	2087	Industrial Trucks	4708
Glass Flat	0680	Information Services	5820
Glassware Household	0348	Information Technologies	3548
Gloves, Work	4034	Insulation	0132
Gloves (Work & Dress)	4034	Insurance	0346
Gold	0553	Internet Services	0339
Grain Mill Products	3346	Investment Management	0349
Greeting Cards	0379	Iron	0608



Irrigation Equipment	4708	Marine Port/Shipbuilding	5126
Irrigation, Major Projects	4642	Major Projects	
J		Maritime Shipping	5012
Jams & Jellies	3346	Materials Handling Mach	4708
Jewelry	1178	(Trade Promo)	
Jewelry (Trade Promo)	2087	Meat Products	3346
Jute Products	4058	Mech Power Transmission	3489
K		Equipment	
Kitchen Cabinets	0375	Medical Instruments	5466
L		Medical Instr & Equipment	2796
Laboratory Instruments	2846	(Trade Promo)	
Laboratory Instruments	2991	Medical Services	2697
(Trade Promo)		Metal Cutting Machine Tools	3489
Lasers/ElectroOptics	2991	Metal Forming Machine	3489
(Trade Promo)		Tools	
Lawn & Garden Equipment	5783	Metal Powders	5157
Lead Products	0607	Metals, Scrap	5157
Leasing Equipment	0351	Metalworking	0315
Leather Apparel	4034	Metalworking Equipment	3489
Leather Products	4034	Millwork	0377
Leather Tanning	4034	Mineral Based Construction	0134
Legal Services	0345	Materials	
Lighting Fixtures	2390	Mining Machinery	0558
Lighting Fixtures,	0681	Mobile Homes	0132
Commercial/Residential		Monorails	4950
LNG Plants (Major Project)	4877	Motion Pictures	4781
Local Area Networks	0572	Motor Vehicles	0669
Luggage	4034	Motorcycles	0348
Lumber, Wood Products	0377	Motors, Electric	0671
M		Music, Prerecorded	4781
Machine Tools	3489	Musical Instruments,	1178
Machine Tool Accessories	0312	(Trade Promo)	
Magazines	0379	Multilateral Aid	4002
Major Projects	4642	Mutual Funds	0349
Management & Research	0345	N	
Services, Trade Promo		NATO	1512
Management Consulting Serv	0345	Natural Gas	1889
Margarine	3346	Natural Synthetic Rubber	0128
Marine Insurance	5012	Newspapers	0379
Marine Recreational Eqmt	2087	Nickel Products	0575
Marine Port/Shipbuilding	2087	Non-Alcoholic Beverages	3346
Equipment (Trade Promo)		Natural Gas	1889
		Newspapers	0379
		Nickel Products	0575
		Nonferrous Metals	5157

Nuclear Power Policy	4931	Potato Chips	3346
Nuclear Power Plants, Major Projects.	0680	Poultry Products	3346
Numerical Controls for Machine Tools	0609	Power Hand Tools	0312
Nuts, Edible	3346	Power Generation Policy	4931
Nuts, Bolts, Washers	3489	Precious Metal Jewelry	1178
O		Prefabricated Bldg., Wood	0385
Ocean Shipping	5012	Prefabricated Bldg., Metal	0385
Oil & Gas Policy	4931	Prepared Meals	3346
Oil Field Machinery	2732	Pretzels	3346
Oil Shale, Major Projects	4877	Printed Circuit Boards	0429
Operations & Maintenance	0345	Printing & Publishing	0379
Organic Chemicals	0128	Printing Trade Services	0379
Overseas Export Promotion	3640	Printing Trades Mach/Eqmt	0610
Outdoor Power Equipment (Trade Promo)	0341	Process Control Instruments	2846
P		Process Control Instruments (Trade Promo)	2991
Packaging & Containers	0681	Professional Services	0345
Packaging Machinery	3494	Project Financing	4439
Paints/Coatings	0128	Project Financing	3277
Paper & Board Packaging	0376	Pulp & Paper Machinery	0312
Paper Industries Machinery	0312	Pulp & Paper Mills	4877
Pasta	3346	Const. & Major Projects.	
Pectin	3346	Pumps, Pumping Eqmt	2732
Periodicals	0379	R	
Pet Food	3346	Radio & TV Broadcasting	4781
Pet Products	3640	Radio & TV Comm. Eqmt	4523
Petrochemicals	0128	Railroad Eqmt.(Trade Promo)	4950
Petrochem,Cyclic Crudes	0128	Refrigeration Equipment	3494
Petrochemicals Plants, (Major Projects)	6168	Commercial/Industrial	
Petroleum,Crude & Refined Products	1889	Recorded Music	4781
Pharmaceuticals	0128	Recreational Equipment	0348
Photographic Eqmt/Supplies	0574	Renewable Energy Eqmt	0556
Pipeline Policy	4931	Resins	5124
Plastic Materials Resins	5124	Retailing	4117
Plastic Products	5124	Rice Milling	3346
Plastic Products Machinery	0815	Roads,Railroads, Mass Trans	5126
Plumbing Fixtures/Fittings	0385	Robots, Industrial	0609
Plywood/Panel Products	0877	Robots,Factory Automation	0609
Pollution Control Eqmt	0564	Roofing Asphalt	0134
Ports, Marine	5126	Roller Bearings	3489
		Rolling Mill Machinery	0312
		Rubber, Natural/Synthetic	0128
		Rubber Products	0128

S		Sporting Goods	2087
Saddlery & Harness Product	4034	(Trade Promo)	
Safety/Security Eqmt	5163	Steel Industry	0608
(Trade Promo)		Storage Batteries	0607
Satellite Equip/Services	2952	Sugar Products	3346
Satellite & Space Vehicles,	2232	Supercomputers	1987
Marketing		Surgical & Medical Instr.	3360
Satellites, Telecomm	2952	Surgical Appliances/Supplies	4431
Scientific Instruments	2991	Switching	4202
Trade Promo			
Scientific Measurement/	2846	T	
Control Eqmt		Tea	3346
Screw Machine Products	3489	Telecommunications	4466
Screws, Washers	3489	Telecommunications, CATV,	2953
Security Mgn. Services	0345	Broadcasting	
Security/Safety Eqmt	5163	Telecommunications, Cellular	5235
(Trade Promo)		PCS	
Semiconductor Mfg. Eqmt	2795	Telecommunications, Fiber-	2006
Semiconductors	3090	Optics, Microwave	
Semiconductors, Japan	3411	Telecommunications,	4202
Service Industries	3576	Network Eqmt	
Shipbuilding Projects	5126	Telecommunications, Paging	2872
Shipping	5012	Mobile Radio	
Shoes, Footwear	4034	Telecommunications,	2952
Silverware	1178	Satellites	
Sisal Products	4058	Telecommunications, Trade	1512
Small Arms, Ammunition	0348	Promo, NATO	
Small Business, Trade Policy	4792	Telecommunications,	4523
Snackfood	3346	Wireless	
Soaps, Detergents, Cleaners	0128	Telecommunications,	1193
Software, Packaged	0551	Wireline PCS	
Software, Trade Promo	4936	Telecommunications Serv .	0339
Solar Cells, Photovoltaic	0556	Telecommunications,	0399
Devices		Terminal Eqmt	
Solar Eqmt Ocean/Biomass/	0556	Telemedicine Equipment	0397
Geothermal		Teletext Services	0339
Solid Waste Equipment	8178	Textile Machinery	0315
Soy Products	3346	Textiles	4058
Space Commercialization	2232	Textiles, Trade Promo	5153
Equipment.		Timber Products, Topical	0377
Space Policy Development	2232	Tires	0128
Special Industry Machinery	3494	Tools/Dies/Jigs/Fixtures	0609
Speed Changers	3489	Tourism Services	4582
Sporting & Athletic Goods	0348	Toys & Games	5783
		Transborder Data Flows	5820
		Transformers	2390

Transportation Industries	5012	W	
Transportation Service,	5012	Wallets/Billfolds/Flat Goods	4034
Trade Promo		Wastepaper	0375
Travel Services	0140	Watches	1178
Trucking Services	4582	Water and Sewerage	0314
Trucks/Trailers/Buses,	0671	Treatment Plants(Maj Projects)	
Trade Promo		Water Resource Equipment	0560
Trucks, Industrial	4608	Water Supply & Distribution	0560
Turbines, Steam		Welding/Cutting Apparatus	0312
		Wholesaling	4117
U		Windmill Components	0556
Uranium	0680	Wine	3346
Used Reconditioned Eqmt	0681	Wiring Devices,Noncurrent	0681
(Trade Promo)		Carrying	
		Wire Cloth Industrial	3489
V		Wire Cloth	0132
Value Added Telecommun-	0339	Wood Containers	0377
ications Services		Wood Preserving	0377
Valves, Pipe Fittings	3489	Wood Products	0377
(Except Brass)		Wood Working Machinery	0312
Vegetables	3316		
Video Services	4781	Y	
Videotex Services	4781	Yarns, Trade Promo	5153
		Yeast	3346
		Z	
		Zinc Products	0607

## **Appendix C**

### **FOREIGN CONSULATES**

Sometimes foreign transactions will require some contact with the consular office of the particular country involved. This may be for legalization of certain paperwork or for other purposes. Further, travel to many countries requires a visa for that country issued by the consular office. The following is a list of consular offices responsible for the State of Utah.

<b>COUNTRY</b>	<b>OFFICE</b>	<b>ADDRESS</b>	<b>PHONE AND FAX</b>
Afghanistan	Embassy	2341 Wyoming Ave. NW Washington, DC 20008	(202) 234-3770 (202) 328-3516
Albania	Embassy	2100 S St. NW, Suite 1010 Washington, DC 20008	(202) 223-4942 (202) 628-7342
Algeria	Embassy	2118 Kalorama Rd. NW Washington, DC 20008	(202) 265-2800 (202) 667-2174
Angola	Embassy	1050 Connecticut Ave. NW Suite 760 Washington, DC 20036	(202) 785-1156 (202) 785-1258
Argentina	Consulate	5055 Wilshire Blvd. Suite 210 Los Angeles, CA 90036	(213) 954-9155 (213) 937-3841
Australia	Consulate	Century Plaza Towers, 19th Fl 2049 Century Park E. Los Angeles, CA 90067	(310) 229-4800 (310) 277-2258
Austria	Consulate	11859 Wilshire Blvd. #501 Los Angeles, CA 90025	(310) 444-9310 (310) 477-9897
Bahamas	Embassy	2220 Massachusetts Ave. NW Suite 865 Washington, DC 20008	(202) 319-2660 (202) 319-2668
Bahrain	Embassy	3502 International Dr. NW Washington, DC 20008	(202) 342-0741 (202) 362-2192
Bangladesh	Embassy	2201 Wisconsin Ave. NW Ste. 300 Washington, DC 20007	(202) 342-8372 (202) 333-4971
Barbados	Consulate	3440 Wilshire Blvd, Ste. 1207 Los Angeles, CA 90010	(213) 380-2198 (213) 384-2763

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Belgium	Honorary Consulate	Patrick Didier 3231 East DelMar Drive Salt Lake City, UT 84109	(801) 424-0222 (801) 424-0220
	Consulate	6100 Wilshire Blvd. Los Angeles, CA 90048	(213) 857-1244 (213) 936-2564
Belize	Embassy	2535 Massachusetts Ave. NW Washington, DC 20008	(202) 332-9636 (202) 332-6888
Benin	Embassy	2737 Cathedral Ave. NW Washington, DC 20008	(202) 232-6656 (202) 265-1996
Bolivia	Consulate	870 Market St., Suite 575 San Francisco, CA 94102	(415) 495-5173 (415) 399-8958
Brazil	Consulate	8484 Wilshire Blvd., Suite 711 Beverly Hills, CA 90211	(213) 651-2664 (213) 651-1274
Bulgaria	Embassy	1621 22nd Street NW Washington, DC 20008	(202) 483-5885 (202) 234-7973
Burma	Embassy	2300 S Street NW Washington, DC 20008	(202) 332-9044 (202) 332-9046
Burundi	Embassy	2233 Wisconsin Ave. NW #212 Washington, DC 20007	(202) 342-2574 (202) 342-2578
Cameroon	Embassy	2349 Massachusetts Ave. NW Washington, DC 20008	(202) 265-8790 (202) 387-3826
Canada	Consulate	300 S. Grand Ave., 10th Floor Los Angeles, CA 90071	(213) 346-2711 (213) 620-8827
Chad	Embassy	2002 R Street NW Washington, DC 20009	(202) 462-4009 (202) 265-1937
Chile	Consulate	1900 Avenue of the Stars Suite 2450 Century City, CA 90067	(310) 785-0047
China	Embassy	2201 Wisconsin Ave. NW Room 110 Washington, DC 20007	(202) 338-6688 (202) 588-9760

Colombia	Consulate	595 Market St., Suite 1230 San Francisco, CA 94105	(415) 495-7195 (415) 777-3731
Costa Rica	Consulate	870 Market St., Suite 647 San Francisco, CA 94102	(415) 392-8488 (415) 392-3745
Cote D'Ivoire	Embassy	2424 Massachusetts Ave. NW Washington, DC 20008	(202) 797-0300 (202) 462-9444
Cuba	Consular Section	2639 16th Street NW Washington, DC 20009	(202) 797-8609 (202) 986-7283
Cyprus	Embassy	2211 R Street NW Washington, DC 20008	(202) 462-5772 (202) 483-6710
Czech Republic	Consulate	10990 Wilshire Blvd. Suite 1100 Los Angeles, CA 90024	(310) 473-0889 (310) 473-9813
Denmark	Honorary Consulate	Niels Erik Valentiner 524 South 600 East, #1 Salt Lake City, UT 84102	(801) 531-7061 (801) 531-9850
	Consulate	3440 Wilshire Blvd Suite 904 Los Angeles, CA 90010	(213) 387-4277 (213) 387-9456
Djibouti	Embassy	1156 15th Ave. NW Suite 515 Washington, DC 20005	(202) 331-0270 (202) 331-0302
Dominican Republic	Consulate	870 Market St., Room 501 San Francisco, CA 94102	(415) 982-5144 (415) 982-0237
Ecuador	Consulate	455 Market St., Suite 980 San Francisco, CA 94105	(415) 957-5921 (415) 957-5923
Egypt	Consulate	3001 Pacific Avenue San Francisco, CA 94115	(415) 346-9700 (415) 346-9480
El Salvador	Consulate	870 Market Street #508 San Francisco, CA 94102	(415) 781-7924 (415) 781-1136
Ethiopia	Embassy	2134 Kalorama Road NW Washington, DC 20008	(202) 234-2281 (202) 328-7950

Fiji	Embassy	2233 Wisconsin Ave. NW Suite 240 Washington, DC 20007	(202) 337-8320 (202) 337-1996
Finland	Honorary Consulate	Spencer F. Eccles 79 South Main St., 2 <sup>nd</sup> Floor Salt Lake City, UT 84130	(801) 246-5287 (801) 359-6928
	Consulate	1900 Avenue of the Stars Suite 1025 Los Angeles, CA 90067	(310) 203-9903 (310) 203-9186
France	Honorary Consulate	Carl W. Barton 175 E. 400 South, Suite 900 Salt Lake City, UT 84111	(801) 524-1000 (801) 524-1098
	Consulate	540 Bush Street San Francisco, CA 94108	(415) 397-4330 (415) 433-8357
Gabon	Embassy	2034 20th Street NW Washington, DC 20009	(202) 797-1000 (202) 332-0668
Gambia	Embassy	1155 15th Street NW Suite 1000 Washington, DC 20005	(202) 785-1399 (202) 785-1430
Germany	Honorary Consulate	Herwig Glander 254 West 400 South, #305 Salt Lake City, UT 84101	(801) 364-9573 (801) 364-5155
	Consulate	1960 Jackson Street San Francisco, CA 94108	(415) 775-1061 (415) 775-0187
Ghana	Embassy	3512 International Dr. NW Washington, D.C. 20008	(202) 686-4500 (202) 244-0987
Greece	Consulate	2441 Gough Street San Francisco, CA 94123	(415) 775-2102 (415) 776-6815
Guatemala	Consulate	1605 W. Olympic Blvd. Suite 422 Los Angeles, CA 90015	(213) 365-9251 (213) 365-9245
Guinea	Embassy	2112 Leroy Place NW Washington, DC 20008	(202) 483-9420 (202) 483-8688



Guinea-Bissau	Embassy	1511 K St. NW. Suite 519 Washington, DC 20005	(202) 347-3950 (202) 347-3954
Guyana	Embassy	2490 Tracy Place NW Washington, DC 20008	(202) 265-6900 (202) 232-1297
Haiti	Embassy	2311 Massachusetts Ave. NW Washington, DC 20008	(202) 332-4090 (202) 745-7215
Honduras	Consulate	Flood Bldg., Suite 449 870 Market St. San Francisco, CA 94102	(415) 392-0076 (415) 392-6726
Hong Kong		Chinese consulates general represent Hong Kong in the U.S. - (See China)	
Hungary	Consulate	11766 Wilshire Blvd., Suite 410 Los Angeles, Calif. 90025	(310) 473-9344 (310) 479-6443
Iceland	Honorary Consulate	Clark T. Thorstenson 97 Apache Lane Provo, UT 84604	(801) 378-4136
	Embassy	2022 Connecticut Ave. NW Washington, DC 20008	(202) 265-6653 (202) 265-6656
India	Consulate	540 Arguello Blvd. San Francisco, CA 94118	(415) 668-0662 (415) 668-2073
Indonesia	Consulate	3457 Wilshire Blvd, 4 <sup>th</sup> Floor. Los Angeles, CA 90010	(213) 383-5126 (213) 487-3971
Iran	Interests Section	2209 Wisconsin Ave. NW Washington, DC 20007	(202) 965-4999 (202) 965-1073
Ireland	Consulate	655 Montgomery St., Suite 930. San Francisco, CA 94111	(415) 392-4214 (415) 392-0885
Israel	Consulate	6380 Wilshire Blvd. Suite 1700 Los Angeles, CA 90048	(323) 852-5500 (323) 852-5555
Italy	Honorary Consulate	Giovanni G. Maschero 1784 W. Lawrence Circle South Jordan, UT 84095	(801) 254-1211 (801) 254-7505

	Consulate	2590 Webster Street San Francisco, CA 94115	(415) 931-4925 (415) 931-7205
Jamaica	Consulate	1520 New Hampshire Ave. Suite 355 Washington, DC 20036	(202) 452-0660 (202) 452-0081
Japan	Consulate General	1225 17 <sup>th</sup> Street suite 3000 Denver, CO 80202	(303) 534-1151 (303) 534-3393
Jordan	Embassy	3504 International Dr. NW Washington, DC 20008	(202) 966-2664 (202) 966-3110
Kenya	Embassy	2249 R Street NW Washington, DC 20008	(202) 387-6101 (202) 462-3829
Korea	Consulate	3500 Clay Street San Francisco, CA 94118	(415) 921-2251 (415) 921-5946
Kuwait	Embassy	2940 Tilden Street NW Washington, DC 20008	(202) 966-0702 (202) 364-3539
Laos	Embassy	2222 S Street NW Washington, DC 20008	(202) 332-6416 (202) 332-4923
Lebanon	Consulate	7060 Hollywood Blvd #510 Los Angeles, CA 90028	(213) 467-1253 (213) 467-2935
Liberia	Embassy	5303 Colorado Ave. NW Washington, DC 20011	(202) 723-0437 (202) 723-0436
Libya	Mission to UN	309 East 48th Street New York, NY 10017	(212) 752-5775 (212) 593-4787
Madagascar	Embassy	2374 Massachusetts Ave. NW Washington, DC 20008	(202) 265-5525 (202) 265-3034
Malawi	Embassy	2408 Massachusetts Ave. NW Washington, DC 20008	(202) 797-1007 (202) 265-0976
Malaysia	Consulate	550 So. Hope Street Los Angeles, CA 90071	(213) 892-1238 (213) 892-9031
Mali	Embassy	2130 R Street NW Washington, DC 20008	(202) 332-2249 (202) 332-6603

Malta	Embassy	2017 Connecticut Ave NW Washington, DC 20008	(202) 462-3611/2 (202) 387-5470
Mauritania	Embassy	2129 Leroy Place NW Washington, DC 20008	(202) 232-5700 (202) 319-2623
Mauritius	Embassy	4301 Connecticut Ave. NW #441 Washington, DC 20008	(202) 244-1491/2 (202) 966-0983
Mexico	Consulate	Anacelia Perez de Meyer 230 West 400 South, 2 <sup>nd</sup> Fl Salt Lake City, UT 84111	(801) 521-8502/3 (801) 521-0534
	Embassy	1911 Pennsylvania Ave. NW Washington, DC 20006	(202) 728-1616 (202) 728-1718
Mongolia	Embassy	2833 M Street NW Washington, DC 20007	(202) 333-7117 (202) 298-9227
Morocco	Embassy	1601 21st Street NW Washington, DC 20009	(202) 462-7979 (202) 265-0161
Mozambique	Embassy	1990 M Street NW #570 Washington, DC 20036	(202) 293-7146 (202) 835-0245
Netherlands	Honorary Consulate	Legrande Steenblik 230 West 700 South Salt Lake City, UT 84110	(801) 364-1981 (801) 355-2119
	Consulate	11766 Wilshire Blvd. Suite 1150 Los Angeles, CA 90025	(310) 268-1598 (310) 312-0989
Netherlands Antilles	Consulate	11766 Wilshire Blvd. Suite 1150 Los Angeles, CA 90025	(310) 268-1598 (310) 312-0989
New Zealand	Honorary Consulate	Tain McKay 1379 No. Brookhurst Circle Salt Lake City, UT 84014	(801) 296-2494
	Consulate	12400 Wilshire Blvd., Suite 1150 Los Angeles, CA 90025	(310) 207-1605 (310) 207-3605
Nicaragua	Embassy	1627 New Hampshire Ave. NW Washington, DC 20009	(202) 939-6570 (202) 939-6574
Niger	Embassy	2204 R Street NW Washington, DC 20008	(202) 483-4224 (202) 483-3169

Nigeria	Embassy & Consulate	201 M Street NW Washington, DC 20037	(202) 822-1500 (202) 775-1385
Norway	Honorary Consulate	Leif Anderson 958 West 3265 South Salt Lake City, UT 84119	(801) 978-9325 (801) 973-7077
	Consulate	20 California St., 6th Fl. San Francisco, CA 94111	(415) 986-0766 (415) 986-3318
Oman	Embassy	2535 Belmont Road NW Washington, DC 20008	(202) 387-1980 (202) 745-4933
Pakistan	Consulate	10850 Wilshire Blvd., Suite 1100 Los Angeles, CA 90024	(310) 441-5114 (310) 441-9256
Panama	Embassy	2862 McGill Terrace NW Washington, DC 20008	(202) 483-1407 (202) 483-6141
Papua New Guinea	Embassy	1615 New Hampshire Ave NW 3rd Floor Washington, DC 20009	(202) 745-3680 (202) 745-3679
Paraguay	Consulate	8322 Seaport Drive Huntington Beach, CA 92646	(714) 536-2259 (714) 536-2259
Peru	Honorary Consulate	Juan Mejia 136 E. South Temple, #220 Salt Lake City, UT 84111	(801) 328-4500 (801) 328-4565
	Consulate	870 Market Street, Suite 1067 San Francisco, CA 94102	(415) 362-7136 (415) 362-2836
Philippines	Consulate	Philippine Center Bldg., 6 <sup>th</sup> Fl. 447 Sutter Street San Francisco, CA 94108	(415) 433-6666 (415) 421-2641
Poland	Consulate	12400 Wilshire Blvd., Suite 555 Los Angeles, CA 90025	(310) 442-8500 (310) 442-8515
Portugal	Consulate	3298 Washington Street San Francisco, CA 94115	(415) 346-3400 (415) 346-1440
Puerto Rico	Economic Dev. Adm.	650 Town Center Drive Costa Mesa, CA 92626	(714) 432-9833 (714) 432-9842

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Qatar	Embassy	4200 Wisconsin Ave. NW Suite 200 Washington, DC 20016	(202) 274-1600 (202) 237-0061
Romania	Consulate General	11766 Wilshire Blvd., Suite 1230 Los Angeles, CA 90025	(310) 444-0043 (310) 445-0043
Russia	Consulate	2790 Green Street San Francisco, CA 94123	(415) 202-9800 (415) 929-0306
Rwanda	Embassy	2141 Wisconsin Ave. NW Washington, DC 20007	(202) 232-2882 (202) 232-4544
Samoa	Mission to UN	820 Second Ave. #800 New York, NY 10017	(212) 599-6196 (212) 599-0797
Saudi Arabia	Consulate	2045 Sawtelle Blvd. Los Angeles, CA 90025	(310) 479-6000 (310) 479-2752
Senegal	Embassy	2112 Wyoming Ave. NW Washington, DC 20008	(202) 234-0540 (202) 332-6315
Sierra Leone	Embassy	1701 19th Street NW Washington, DC 20009	(202) 939-9261 (202) 483-1793
Singapore	Honorary Consulate	Jon Huntsman, Jr. 500 Huntsman Way Salt Lake City, UT 84108	(801) 584-5700 (801) 584-5781
	Embassy	3501 International Place NW Washington, DC 20008	(202) 537-3100 (202) 537-0876
So. Africa	Honorary Consulate	Robert P. Thorn 2272 Ridgewood Way Salt Lake City, UT 84010	(801) 298-0824 (801) 296-1500
	Consulate	50 No. LaCienega Blvd., #300 Los Angeles, CA 90034	(213) 938-0158 (213) 938-2502
Sri Lanka	Embassy	2148 Wyoming Ave. NW Washington, DC 20008	(202) 483-4025 (202) 232-7181
Sudan	Embassy	2210 Massachusetts Ave. NW Washington, DC 20008	(202) 338-8565 (202) 667-2406

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Suriname	Embassy	4301 Connecticut Ave. #460 Washington, DC 20008	(202) 244-7488 (202) 244-5878
Sweden	Consulate	10960 Wilshire Blvd., Suite 820 Los Angeles, CA 90024	(310) 445-4008 (310) 473-2229
Switzerland	Honorary Consulate	Marion Mazer 4641 Hunters Ridge Circle Salt Lake City, UT 84124	(801) 272-7102 (801) 272-1743
	Consulate	456 Montgomery St. #1500 San Francisco, CA 94104	(415) 788-2272 (415) 788-1402
Syria	Embassy	2215 Wyoming Ave. NW Washington, DC 20008	(202) 232-6313 (202) 234-9548
Taiwan	Taipei Economic & Cultural Rep.Office	3731 Wilshire Blvd., #700 Los Angeles, CA 90010 555 Montgomery Street, #501 San Francisco, CA 94111	(213) 389-1215 (213) 383-3245 (415) 362-7680 (415) 362-5382
Tanzania	Embassy	2139 R Street NW Washington, DC 20008	(202) 939-6125 (202) 797-7408
Thailand	Consulate	801 N. LaBrea Ave. Los Angeles, CA 90038	(213) 937-1894 (213) 937-5987
Tonga	Consulate	360 Post Street, #604 San Francisco, CA 94108	(415) 781-0365 (415) 781-3964
Trinidad	Embassy	1708 Massachusetts Ave. NW Washington, DC 20036	(202) 467-6490 (202) 785-3130
Tunisia	Embassy	1515 Massachusetts Ave. NW Washington, DC 20005	(202) 862-1850 (202) 862-1858
Turkey	Consulate	4801 Wilshire Blvd., #310 Los Angeles, CA 90010	(213) 862-1850 (213) 832-0061
Uganda	Embassy	5909 16th Street NW Washington, DC 20011	(202) 726-7100 (202) 726-1727
United Arab Emirates	Embassy	1255 22nd Street NW, #700 Washington, D.C. 20037	(202) 955-7999 (202) 337-7029

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United Kingdom	Honorary Consulate	Gunther F. Joklik 60 E. South Temple, #700 Salt Lake City, UT 84111	(801) 237-1723
	Consulate	11766 Wilshire Blvd., #400 Los Angeles, CA 90025	(310) 477-3322 (310) 575-1450
Uruguay	Consulate	429 Santa Monica Blvd., #400 Santa Monica, CA 90401	(310) 394-5777 (310) 394-5140
Venezuela	Consulate	455 Market Street, #220 San Francisco, CA 94105	(415) 512-8340
Vietnam	Embassy	1233 20th Street NW, #501 Washington, DC 20036	(202) 861-0694 (202) 861-0917
Yemen	Embassy	2600 Virginia Avenue NW Suite 705 Washington, DC 20037	(202) 965-4760 (202) 337-2017
Yugoslavia	Embassy	2410 California Street NW Washington, DC 20008 (202) 797-9662	(202) 462-6566
Zaire	Embassy	1800 New Hampshire Ave. NW Washington, DC 20009	(202) 234-7690
Zambia	Embassy	2419 Massachusetts Ave. NW Washington, DC 20008	(202) 265-9717 (202) 332-0826
Zimbabwe	Embassy	1608 New Hampshire Ave. NW Washington, DC 20009	(202) 332-7100 (202) 483-9326

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## **CORRECTION, ADDITION, OR SUGGESTION FORM**

### **UTAH WORLD TRADE RESOURCE DIRECTORY**

Please complete and return this form if your firm or organization provides services to exporters and requests to be listed in the next edition of this directory, if you have corrections to your current listing, or if you have suggestions as to improvements that could be made, or information you would like to see included in this directory.

ORGANIZATION'S

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

FAX: \_\_\_\_\_

CONTACT: \_\_\_\_\_

TITLE: \_\_\_\_\_

CATEGORY(IES) FOR LISTING: \_\_\_\_\_

Describe the type of services offered by your organization or provide your suggestions:

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PLEASE RETURN TO:  
U.S. Department of Commerce  
324 South State Street, Suite 221  
Salt Lake City, Utah 84111